



Risk Appetite 2027

Business Unit France 



Property Damage

Our Strengths

- Insurance solutions tailored to clients' needs
- Ability to underwrite risks of all sizes (Large Corporates, Mid-Market and SMEs)
- Strong local decision-making authority
- Extensive international network
- Recognized risk engineering expertise
- Technical support from our Risk Engineering department
- High responsiveness

Minimum Premium
€30,000

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Alice Blouet
Large accounts



Marc Verdeil
Middle market



Mathias Lanvin-Lespiau
Alternative distribution



Underwriting Approach

Large Corporate (Turnover > €500m)



- Lead insurer and coinsurance
- Capacity of €150m per loss and per event
- International programs

Mid-Market (Turnover €10m-€500m)



- Lead insurer and coinsurance
- Tailor-made approach
- "All Risks ex." cover adapted to each activity

Small businesses (turnover < €10m)



- Delegated underwriting authority
- Dedicated Alternative Distribution team supporting business development and portfolio management

Support



- Risk Engineering team dedicated to risk anticipation and management

Strong Appetite



- Power generation
- Electronics manufacturing
- Plastics industry
- Pharmaceutical industry
- Cosmetics industry
- Glass manufacturing
- Metalworking, engineering, micromechanics and metrology
- Logistics
- Distribution and retail
- Luxury hotels (4-star and above)
- Casinos
- Other manufacturing industries
- Stadiums, sports complexes and entertainment venues
- Laboratories
- Shopping centers
- Standard risks: non-listed buildings, private schools, etc.

Outside Appetite



- Meat processing and slaughterhouses
- Timber industry
- Oil industry and refineries
- Public authorities and municipalities
- Nightclubs
- Offshore risks
- Explosives
- Non-owned property (NOP)
- Residential property (except under delegated underwriting authority)

Engineering Risks & Renewable Energy

Our Strengths

- Broad range of solutions
- Tailor-made solutions
- Responsive and proactive service
- International support
- Team of experienced engineers
- More than 20 years of expertise, particularly in renewable energy

Minimum Premium
Machinery breakdown

€5,000

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Machinery Breakdown

Our Solutions

- Flexible property damage cover
- Extensions tailored to specific requirements
- Capacity: €70m across all covers

Our Risk Appetite

Strong Appetite

- Construction equipment fleets
- Railway equipment
- Material handling equipment
- Owned or leased machinery
- Industrial processes
- Port equipment
- Medical equipment
- IT, electronic and high-tech equipment
- Energy and heat generation facilities

Restricted Appetite

- Prototypes
- Obsolete equipment
- Petrochemical, nuclear and waste treatment sectors without energy recovery

Renewable energies

Our Solutions

- Comprehensive construction and operational cover adapted to renewable energy installations
- Capacity up to €70m
- Offshore wind and marine energy projects: €20m to €40m depending on the project

Our Risk Appetite

Strong Appetite

- Solar photovoltaic plants
- Onshore and offshore wind farms
- New or refurbished hydroelectric plants
- Anaerobic digestion facilities
- Cogeneration and biomass plants

Restricted Appetite

- Floating offshore wind farms
- Concentrated solar power plants
- Prototypes
- Overhead power lines
- Waste treatment
- Fuel manufacturing (pellets, coal, etc.)
- Facilities or assets valued below €3.5m

Risk selection is based on qualitative criteria, with a preference for businesses demonstrating a strong risk prevention culture and/or a structured risk management approach.

Construction insurance

Our Strengths

- A wide range of solutions
- Tailor-made solutions
- Listening, responsiveness and proactive support
- International support
- Member of the CRAC (Convention de Règlement de l'Assurance Construction*)

Minimum Premium

€10,000

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*Agreement among French insurers to streamline the settlement of construction insurance.

Our Solutions

Construction All risks (CAR)

- Minimum premium: €10,000
- Capacity: up to €100 m

French Property Damage Insurance (Dommage Ouvrage)

- Minimum premium: €10 000
- Capacity: up to €50 m

Our Risk Appetite

Strong appetite

- Annual policies: type of construction site targeted, controlled exposure to natural disasters and political risks
- Project policies: public tenders (cost of work higher than €15 m), private markets with European or Japanese interests
- Construction Damage insurance to complete a CAR policy

Medium Appetite (Case by case study)

- Complex civil engineering works (tunnel, viaduct)

Restricted or limited appetite

- Underground mining, deep geothermal drilling, oil and gas exploration
- Shipyards or offshore works (except Wind farms)

General Liability

Our strengths

- Dedicated Solutions to
 - Industrial and commercial companies
 - Life Sciences
- A tailor-made approach
- Scalable guarantees
- Responsiveness
- Significant capacities
- Long-term partnership with our customers
- International Programs

Minimum Premium

€15,000

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Underwriting Approach

Large companies (turnover > €1,000 m)



- **Large capacity available. Up to €100M.**
- Priority on Excess lines
- **A broad appetite**, including for sectors such as chemicals, pharmaceuticals

ETI / PME PMI



- Lead insurer or co-insurance participation
- **Tailor-made approach**
- Ability to offer international programs with local policies

Support



- An engineering-prevention team for risk anticipation and management
- **Life Sciences: risk analysis by pharmacological experts**

Strong appetite



- Chemical industry
- Life sciences (pharmaceutical manufacturers, pharmaceutical laboratories, medical devices, etc.)
- Veterinary laboratories
- Electronics industry
- Metallurgy/plastics industry
- Energy (large account)
- Industrial equipment
- Industrial engineering consultants
- Transport operators, logisticians
- Complex risks

Restrictions



- Oil and Offshore Rig Operations
- Hospitals, medical professions, nursing homes
- Leisure and amusement parks
- Tobacco, e-cigarette, e-liquid
- Asbestos-related activities
- Agricultural risks
- Automotive Suppliers

Construction Liability

Our strengths

- Appetite for the study of complex risks
- Tailor-made guarantees
- Extensive international network (integrated network or with partners)
- Strong local decision-making capacity
- Underwriters who are experts in construction risks
- High reactivity

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Our solutions

COVERAGE

- **Project policies**
Construction projects in France and abroad
 - SPPI (Single Project Professional Indemnity)
 - SPGL (Single Project General Liability)
 - Owner's Liability
- **Annual policies (excluding mandatory decennial liability insurance)**
 - Professional Indemnity : designers, engineers, diagnosticians, Technical adviser
 - Contractors' Liability
 - Owners', Developers' and Social landlords' Liability

CAPACITY

- General Liability = €100m
- Professional Indemnity = €20m

Our risk appetite

Strong appetite

- Architects
- Engineers
- Real estate diagnosticians
- Technical adviser
- Construction companies (including demolition and asbestos removal)
- Real estate developers
- Project owners



Restricted or limited appetite

- Geotechnical engineers
- Offshore platforms
- Projects related to "Grand Paris"
- Tunnels in dense urban areas
- Suspension bridges/ Mobile structures
- Newly established businesses



Professional Indemnity

Our strengths

- Tailor-made guarantees to cover occupational risks
- Strong local decision-making capacity
- High responsiveness
- Appetite for the study of complex risks
- Adaptation of the guarantees according to the evolution of the insured
- Strong local decision-making capacity
- Large capacities up to €25 million

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Technology - Media - Telecommunications

TECHNOLOGIES

- Information systems consultancy (IT services)
- High-tech consultants
- Systems and software integration
- IT outsourcing
- Hosting / Data center
- Software and middleware publishing
- Electronic payment solution providers, Firmware publishing
- Manufacturers and distributors of high-tech products
- Video game publishers, developers and distributors
- Blockchain, NFT

MEDIA

- Communications and marketing consultancy
- Telemarketing, Call centers
- Advertising, marketing or communications agencies
- Broadcasters, content publishers
- Animation and post-production services for film, video game and advertising producers

TELECOM

- Electronic telecommunications operators
- Internet service providers
- Mobile phone retailers
- Telecoms and network service providers

Restrictions

- E-commerce sites, search engines, social networks, cryptocurrencies
- Streaming platforms*, publishers of newspapers/magazines/political or "celebrity" journals, audiovisual production*
- Mobile Phone Manufacturing

Regulated professions

Strong appetite

- **Legal professions** including lawyers, notaries, genealogists, bailiff, court appointed administrators and judicial representatives, collection agencies, industrial property agents
- **Accounting**, including chartered accountants, auditors
- **Real Estate**, including real estate agents (Transaction, property management, experts) **trustees**,
- **Insurance and reinsurance intermediaries**, Insurance and Reinsurance Brokers, Consultants (incl. financial guarantee)
- **Financial intermediaries**, (incl. Financial guarantee) including banking and payment service intermediaries, Financial Investment and Financial advisors
- **Private security**, when activities are regulated

Restrictions

- Medical and paramedical professions
- Travel agencies

Financial lines

Our strengths

- High level of expertise
- Strong local decision-making capacity
- Appetite for complex risk studies
- Adaptation of the guarantees according to the evolution of the insured
- High responsiveness
- Large capacities

Loïc Devynck

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D&O – Directors' & Officers' Liability Insurance

- Industrial and commercial companies in a wide range of activities

Restrictions

- US listed Companies

Capacity 25M€

Financial Institutions (XS)

Strong appetite

- Public, mutual, online banks
- Credit institutions
- Insurance and reinsurance companies
- Mutual insurance companies
- Pension funds
- Asset managers
- Leasing companies
- Payment institutions
- Investment Funds

Restrictions

- Front lines
- Stock brokers
- Investment Banks

Cyber XS

- Crisis management and assistance
- Liability in the context of the protection of personal data and related costs
- an administrative investigation
- Information System Interruption and Data Recovery
- Cyber extortion

- Industrial and commercial companies

- Primary lines

Reinsurance Captives

Our strengths

- More than 15 years of experience in fronting management
- A fully tailor-made, multi-branch and multi-risk approach, structured to precisely meet the most specific needs of each client.
- A team of dedicated specialists; Risk Management, Corporate Finance, Actuarial Science & Law
- Realistic management of collaterals

Soumaya Zaouia

Head Of Business France & Belgium
ART and Captives solutions



Our solutions

- **Strategic optimization:** maximize the benefits and operation of your captive with our pragmatic approach to required security
- **Operational efficiency:** smooth processes and superior efficiency thanks to our dedicated team acting as a "one-stop-shop" for all aspects of the relationship
- **Continuity and long-term vision:** Backed by our superior financial rating and compliance approach.

Strong appetite

- All non-life risks
- All solvent companies with financial strength and a turnover of more than €250 million



Medium appetite (Case by case study)

- Groups with Turnovers between €100 million and €250 million
- Newly created captives or in the development phase
- International risks requiring complex fronting schemes
- Captives domiciled outside Europe requiring specific regulatory analysis



Restrictions

- Companies with a deteriorating financial situation
- Insufficiently capitalized captives
- Risks subject to international sanctions
- Structures without adequate governance or compliance





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