



Risk Appetite 2027

Business Unit Belgium 



Property Fire

Our strengths

- A complete offering adapted to the value of buildings: “all risks” or “named perils”
- Senior underwriters, experts in their areas
- A committed and efficient claims service
- Support of our Risk Engineering team
- International programs

Minimum Premium

€2,500 ET

Koen Glorieux

Head of Underwriting Property



Underwriting Approach

Large companies (turnover > €200 m)



- **Primaries or Excess Lines**
- **Large appetite**

Middle market (turnover €10 – €200 m)



- **Focus on Primaries**
- **Tailor-made approach**
- Ability to build **international programs** with local policies

Small businesses (turnover < €10 m)



- **A selective appetite** with affinity programs
- “Superior all risks” product, to protect buildings and their contents

Risk control

- Risk Engineering control and conditions adapted to each situation and business segment

Strong appetite



- Public Tenders (except if with high loss frequency like municipalities, social assistance)
- Manufacturing
- Real Estate (buildings, hospitals,...)
- Services
- Warehousing and distribution

Medium appetite (Case by case study)



- Recycling
- Food
- Renewable Energy (except biogas)
- Weapon industry (except anti-personnel)
- Wood (except sawmills)

Low or no appetite



- General Agriculture
- (Nuclear) Power Plants
- Petrochemical plants
- Production of fireworks and explosives
- Recycling of (Li-ion-)batteries.
- “Red light” sectors
- Sawmills
- Low deductibles
- Multi-occupancy risks

Engineering & Construction

Our strengths

- Recognized expertise in the market
- Years of experience in the industry
- Support of our Risk Engineering team
- Wide range

Minimum Premium

€2,500 ET

Koen Glorieux

Head of Underwriting Engineering



Engineering

Our solutions

Machinery breakdown

- Fixed equipment
- Mobile /Land Equipment

All risks electronics

Risk Appetite

Strong appetite



- Medical equipment
- Production lines Leasing
- Servers

Low or no appetite



- Geothermal power plants
- Innovative renewable energies
- Offshore wind turbines
- High-risk stand-alone equipment (shredders, gantry cranes, etc.)
- Deductibles below €2,500, high claim frequency
- Chemical and petrochemical industries.

Construction

Our solutions

Construction all risks (CAR)

- Allrisk cover for material damage /construction project

Decennial insurance

- Decennial liability

Risk Appetite

Construction all risks

- Complex projects with limited capacity
- Solar panel installations

Decennial insurance



- IDI (Inherent Defects Insurance)
- VGV (Netherlands)
- Petters Law

Medium appetite

- Renewable Energy
- Power Plants
- Heavy renovation works



- Same restrictions as Engineering



General Liability

Our strengths

- Wide range of products
- A tailor-made approach
- Openness to analysis of each activity
- Tax-compliant solutions
- International programs
- Large underwriting capacity - Primaries and XS
- Local decisions – Autonomy of decision
- Highly experienced Team – Technical Expertise (underwriting and claims)

Minimum Premium

€5,000 ET

Thomas Christiaens

Head of Underwriting
General Liability Belux



Underwriting Approach

Large companies (turnover > €200 m)



- **Large capacity available.** Limits up to €25 million.
- **Excess lines or co-insurance primary**
- **A broad appetite**, including for sectors such as chemicals,

Middle market (turnover €10 – €200 m)



- **Focus on Primary lines.**
- **Tailor-made approach**
- Ability to offer **international programs** with local policies

Small businesses (turnover < €10 m)



- **A broad appetite**, with a **focus on highly specialized risks** (high tech, renewable energy, automation, etc.)

Points of attention



- Avoiding high-frequency risks
- US exposure: maximum 50% of total turnover

Strong appetite



- Biotech
- Climate Tech
- Construction including PI
- Life sciences/ Pharmaceuticals and medical devices/Healthtech
- Manufacturing companies:
 - chemicals and plastics, glass, wood, metalworking, etc.
 - Mechanical and plant engineering
- Renewable Energy & Alternative Fuels
- Utilities (electricity and water supply)

Medium appetite (Case by case study)



- Automotive / automotive suppliers
- Construction PI / Project Developers
- Cosmetics
- Engineers
- Food & Beverage
- Hospitality
- Offshore
- Semiconductor Industry
- Temporary Employment Agencies
- Textiles
- Transportation, warehousing and logistics
- Waste / recycling
- Wholesale, Retail

Low or no appetite



- Aerospace
- Agriculture, forestry and farming
- Architects & stability engineers (annual policies),
- Cannabis/tobacco/cigarettes
- Mining, quarrying and coal
- Rail transport
- Trading companies,
- Municipalities

Financial Lines

Our strengths

- A wide range of solutions and activities covered
- Solid guarantees and proven expertise
- Senior underwriters
- Underwriting process adapted to the size of each company
- Efficient claims service

PI Min Premium

€1,500 ET*

D&O Min Premium

€ 1,500 ET**

Ellen Cornelissen

Head of Underwriting Financial Lines



*Except for sectors with pre-priced offering; consultants, medical and paramedical professions

**Excluding simplified underwriting (coming soon)

Professional Indemnity

Strong appetite

- Bank- and insurance intermediaries (preferably through group policies)
- Consultants (pre-priced model)
- HR activities
- ICT/Telecom
- Lawyers in XS (minimal attachment point €30 m)
- Marketing & publicity
- Outsourcing and intellectual services

Preferred approach : group policies

Medium appetite (Case by case study)

- Accountants and auditors
- Education and social
- ICT/Telecom: data centers
- Medical and social services including hospitals doctors and individual service providers (outside of hospitals)
- Travel: PI offering to the market, insolvency offering for small risks only through federations

Low or no appetite

- Actuaries
- Aviation
- "Big 4" consulting companies and small individual risks
- Small individual risk vs. group policies
- US risk with high risk of bodily injury

D&O

Strong appetite

Many sectors of activity, more specifically:

- Building and real estate
- Intellectual services

Medium appetite (Case by case study)

- Aviation
- Life sciences

Low or no appetite

- Casinos
- Consumer organizations
- Crypto
- Online games
- Professional sport clubs
- Student association
- Tobacco, cannabis & opioids

Financial Institutions

Strong appetite

- Funds
- Local banks

- International banks
- US listing

Fleet

Our strengths

- A range of solutions to provide 360° protection for fleet and drivers
- Professional and efficient claims management with a network of approved repairers
- Standard or tailor-made solutions

Insured fleets

> 50 Vehicles

Guy Vermeulen

Head of Underwriting Fleet



Our solutions

- **Motor TPL with possible addition of**
 - Legal protection
 - Superior Driver in the event of bodily injury to the driver
 - Vehicle/people assistance
- **Casco**

Strong appetite

- Car dealers
- Construction and related activities
- Industry
- Long-term leased/private fleets (cars + vans)
- Transport companies Belgium / abroad (damages to vehicles)

Risk Appetite

Medium appetite (Case by case study)

- Airport vehicles
- Transportation of Dangerous Goods (ADR)
- Vehicle damage without liability regardless of the type of vehicle (except buses)

Low or no appetite

- Express delivery/courier
- Passenger transport(Taxi-Bus-Autocar)
- Short-term rental
- Signaling and road development companies

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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