Chapter Leaders Conference

From Digital Acceleration to Risk Realignment: What Bank Leaders Need to Know Now

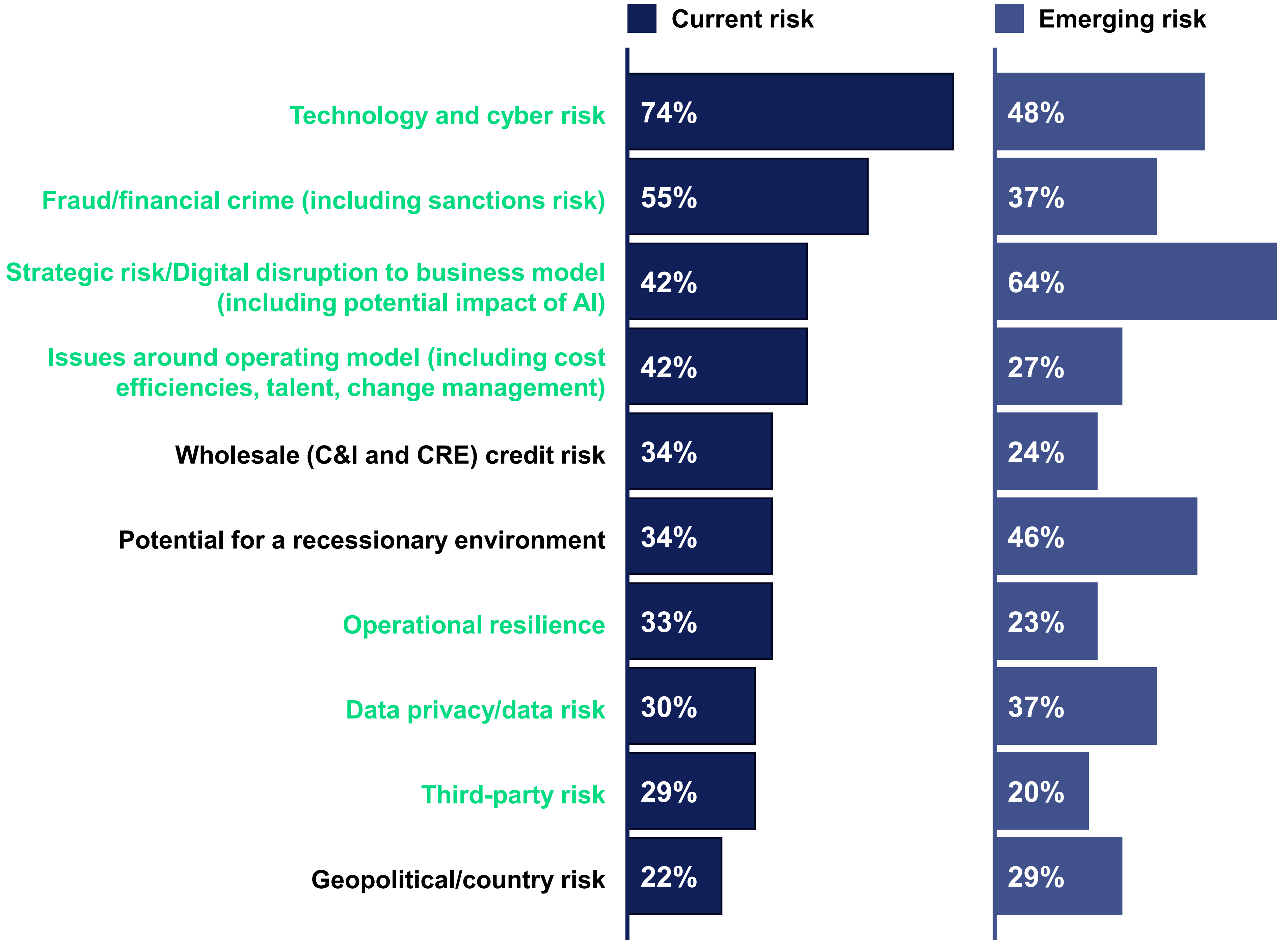
Judd Zimmerman, Managing Director, Brown & Brown

Chris Locher, Vice President, Brown & Brown

rma by ProSight

Chapter Leaders Conference

Top Risks

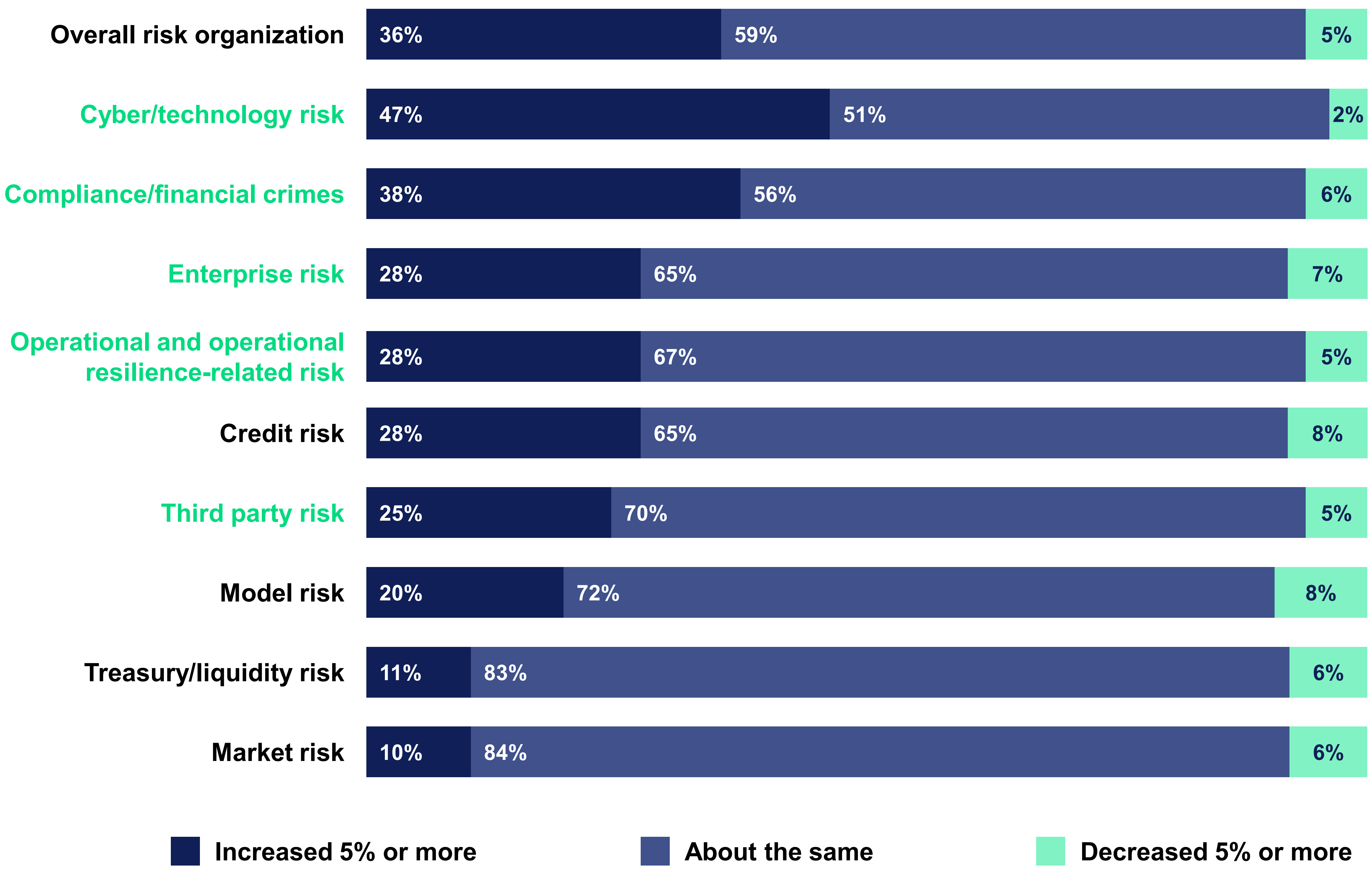


Results from The 2026 ProSight CRO Outlook Survey: Technology's Promise and Peril

rma by ProSight

Chapter Leaders Conference

Risk Function Budgeting



Results from The 2026 ProSight CRO Outlook Survey: Technology's Promise and Peril

Insurance Products Can Lag Evolving Risk Profiles

ProSight™

Strategic Digital Initiatives	Evolving & Fluid Risk Landscape	Siloed Insurance Market

Strategic Digital Initiatives

- Hybrid Working
- Instant Payments
- Fintech Partnerships
- API Offerings
- Open Banking
- Treasury Management Services
- Banking As A Service
- Digital Assets/ Blockchain
- Mobile Banking

Evolving & Fluid Risk Landscape

Siloed Insurance Market

- Cyber
- E&O
- Fidelity

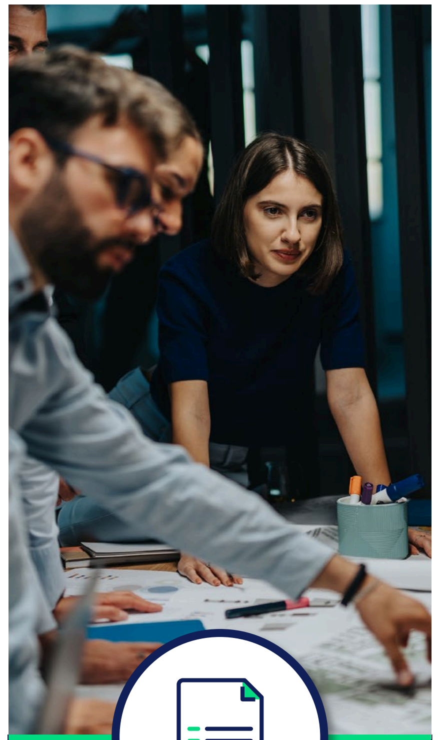
What are the Risks?

ProSight™

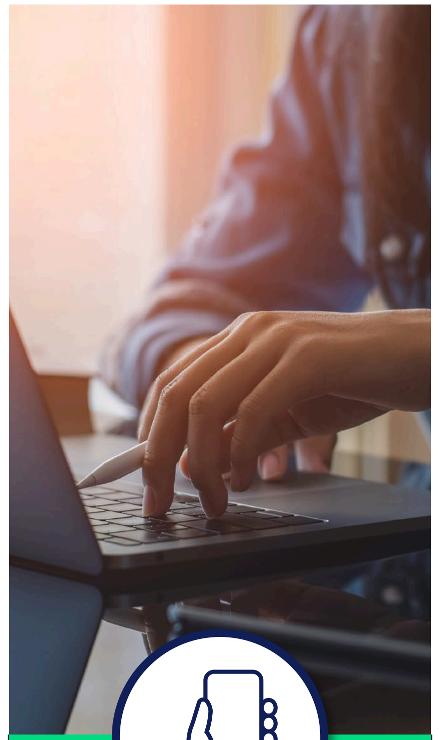
Cyber | **Fraud** | **AI** | **Third Party**

Insurance Market Solutions and Considerations

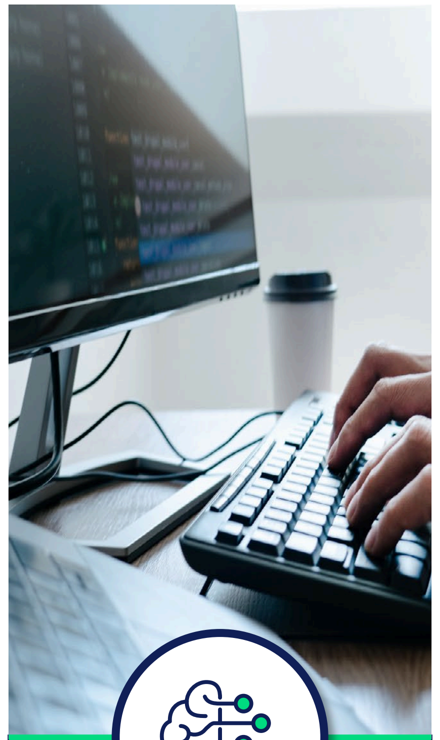
Modeling/ Analytics



Cyber/Tech Errors and Omissions

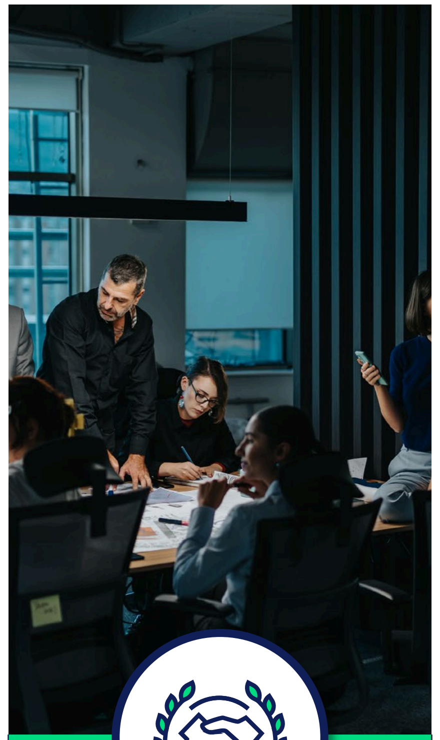


Social Engineering/ Funds Transfer Fraud



Artificial Intelligence Coverage

Third-Party Cyber Risk Solutions



Alignment with Crime and E&O

Case Study

ProSight™

Loss Scenario:

Network security breach

- **Impact 1:** A bank incurs a zero-day attack on its CRM platform resulting in a loss of customer data
- **Impact 2:** Hackers leverage the stolen data to generate fraudulent payments from the bank, thus misappropriating customer funds
- **Impact 3:** Ultimately, the bank is investigated by regulators and sued by its investor for failing to properly secure data and assets

Siloed Insurance Approach

Three different insurance towers

Cyber | Fidelity Bond | BPL

Three different insurers

Three separate premiums

$100k **$100k** **$100k**

=

$300k

Three different deductibles

Cyber/Network Security Breach: $250k

Fidelity Bond/ Computer Fraud: $100k

BPL: $500k

Result: Finger-pointing between policies

Blended Insurance Approach

Single blended insurance tower

FI Tech Protect

Single insurer

Single Premium

$255k @15% discount

Use of single largest deductible

$500k

No finger-pointing
TCOR savings of $395k

Thank You!

Get in touch: