

**2023 – 2024**

# Year-Over-Year Changes

This document provides an overview of **XYZ Inc's** year-over-year changes at renewal for 2023–2024, providing relevant context for Coalition renewal quote #**C-4LRU-242939-CYBER-2024-06**.

Select changes to application information, policy terms, premium, claims, or security findings may be included. For more information about Coalition's renewal terms and conditions, please refer to the quote document.

## Company Information

★ Review changes

	EXPIRING POLICY	RENEWAL QUOTE
State	CA	DE
Industry	Hotels, Restaurants, and Leisure / Hospitality - Restaurants (Ice Cream Retail)	Hotels, Restaurants, and Leisure / Hospitality - Restaurants (Ice Cream Retail)
Number of Employees	1-25	26-50
Revenue	\$324.00	\$3,000.00 <b>+826%</b>
Domains	None	xyzinc.com

## Policy Information

★ Review changes

	EXPIRING POLICY	RENEWAL QUOTE
Market	SURPLUS	SURPLUS
Product	PRIMARY	PRIMARY
Policy Period	12 months, 0 days December 25, 2023 - December 25, 2024	13 months, 0 days December 25, 2024 - January 25, 2026
Aggregate Limit	\$1M	\$1M
Retention	\$2.5K	\$2.5K

## Application Questions

Application questions with answers that changed year over year are listed below.

QUESTION	EXPIRING POLICY	RENEWAL QUOTE
Does company implement encryption on laptop computers, desktop computers, and other portable media devices?	Yes	No
Does company enforce procedures to remove content (including third party content) that may infringe or violate any intellectual property or privacy right?	Yes	No

## Insuring Agreements

Insuring agreement changes from XYZ Inc's expiring policy to renewal quote are below.

### Added Insuring Agreements

INSURING AGREEMENT	DETAILS
Pollution \$500K / \$2.5K	Coverage for defense costs and liability incurred when a security failure results in the release of pollutants.

### Removed Insuring Agreements

INSURING AGREEMENT	DETAILS
Cyber Extortion \$1M / \$2.5K	Coverage for costs to respond to an extortion incident, up to and including payment of a ransom demand.
Reputation Repair \$1M / \$2.5K	Coverage for advertising, media purchases and consulting costs to help preserve customer confidence and protect the policyholder's brand reputation.

### Updated Insuring Agreements

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INSURING AGREEMENT	EXPIRING POLICY SUBLIMIT / SUBRETENTION	RENEWAL QUOTE SUBLIMIT / SUBRETENTION
Computer Replacement	\$1M / \$2.5K	\$500K / \$2.5K
Funds Transfer Fraud	\$250K / \$12.5K	\$500K / \$12.5K
Reputational Harm Loss	\$1M / \$2.5K	\$500K / \$2.5K
Service Fraud	\$100K / \$2.5K	\$200K / \$2.5K

## Endorsements

Endorsement changes from XYZ Inc's expiring policy to the renewal quote are below.

### Added Endorsements

ENDORSEMENT	DETAILS
POLLUTION ENDORSEMENT	SP 14 801 0318. Coverage for defense costs and liability incurred when a security failure results in the release of pollutants.
SINGLE HIGHEST RETENTION/DEDUCTIBLE ENDORSEMENT/PRO RATA SHARING OF LIMITS COALITION PREFERRED - CYBER & EXECUTIVE RISK	CYUSP-50EN-000062-0824-01
WAIVER OF SUBROGATION PER CONTRACT ENDORSEMENT	SP 15 810 0318. Recognizes waiver of our right to subrogate if negotiated in a contract prior to a loss taking place.
PRIMARY FOR BREACH RESPONSE ENDORSEMENT	SP 18 180 0320. In the event that the insured has another policy that might provide coverage for a cyber event, this makes our policy affirmatively primary for breach response coverage.
NON-IT VENDOR CONTINGENT BUSINESS INTERRUPTION ENDORSEMENT	CYUSP-50EN-000034-1223-01. Coverage for business interruption loss arising from security failure of computer systems operated by a non-IT vendor and any extra expenses incurred to avoid or minimize such business interruption loss.
CONSENT TO SETTLEMENT CHANGE ENDORSEMENT	SP 16 003 0418. Increases the percentage of loss covered after an insured refuses a settlement recommend by us.
BETTERMENT ENDORSEMENT	SP 16 883 1018. Amends extra expenses to allow policyholders to purchase computer systems up to 25% greater than the cost of computer systems impacted by a security failure.
AMENDED DEFINITION OF INSURED - INCLUDING INDEPENDENT CONTRACTORS AND ADDITIONAL INSURED	CYUSP-50EN-000020-0623-02. Expands the definition of insured to include independent contractors while working on behalf of the named insured and additional insureds when required by contract.
AFFIRMATIVE AI ENDORSEMENT	CYUSP-50EN-000039-0324-01. Expands the definition of security failure and data breach to include an AI security event; expands the trigger for a funds transfer fraud event to include a fraudulent instruction transmitted through the use of deep fakes or any other artificial intelligence technology.

### Removed Endorsements

ENDORSEMENT	DETAILS
REPUTATION REPAIR ENDORSEMENT	SP 14 802 1117. Coverage for advertising, media purchases, and consulting costs to help preserve customer confidence and protect the policyholder's brand reputation.

## Premium

[★ Review changes](#)

Due to XYZ Inc's non-standard policy period, we calculated an annualized premium for both the expiring policy and renewal quote to help you compare pricing. **(To view the total price, including taxes and fees, please review the quote document.)**

	EXPIRING POLICY December 25, 2023 - December 25, 2024 (12 months)	RENEWAL QUOTE December 25, 2024 - January 25, 2026 (13 months)
Annualized Premium <small>*rate based on a 12-month policy period</small>	~\$977	~\$1,053 <b>+7.8%</b>

## Claims

This section is coming soon!

## Security/Risk Contingencies

Below are the security/risk-related contingencies XYZ Inc must complete in order to renew coverage. For help resolving these contingencies, you may schedule a call with a Coalition Security Engineer at [bit.ly/coalition-security](https://bit.ly/coalition-security)

### RENEWAL QUOTE

We identified a panel that was deemed as risky accessible to the public internet.