

Turning Risk Management into a competitive advantage

Why Risk Management is on top of the agenda of your customers



Several researchs (e.g. proceedings of the International Conference on Business Excellence – Bucharest 2023) have shown that risk management does contribute to the improvement of the business performance, measured as increase of company profits, decrease of business costs and, in turn, increase in economic proficiency.



In the past 5 years 16.222 catastrophic events have been recorded (source EM-DAT International Disaster Database) causing some 1,8 million fatalities and affecting 4.76 billion people, with overall economic damages of 4,6 trillion \$ (of which some 1,2 trillion \$ of insured damage). Almost 6.000 of these events were man-made and some 1.900 happened in Europe. Economic losses have more than doubled in the past decade as compared to the previous one.



A study conducted on a sample of companies belonging to manufacturing industries, in which 900 claims were analyzed over 10 years, demonstrated that approximately 3% of General Liability claims had a value greater than 10 million Euros.



The average cost of a data breach was \$4.88 million in 2024, the highest average on record. (IBM); 88 percent of cybersecurity breaches are caused by human error. (Stanford) In 2023, security breaches saw a 72 percent increase from 2021, which held the previous all-time record. (Forbes). The average ransomware payout has increased dramatically from \$812,380 in 2022 to \$1,542,333 in 2023. (SC Magazine). The number of ransomware victims in March 2023 was nearly double the number from the previous year. 57 percent of organizations see weekly or daily phishing attempts. (GreatHorn). GDPR fines totaled 2.1 billion euros in 2023.



A FERMA (Federation of European Risk Management Associations) research shows that, following the manifestation of supply chain risks, 46% of companies have registered a negative impact on their organization and have had to review their position towards suppliers and customers.



BROKERSLINK RISK MANAGEMENT PRACTICE: WHO WE ARE

• The Brokerslink Risk Management Practice (BRMP) was **created in 2019** at the Brokerslink Global Conference in Bordeaux.

- It's a committee of risk consulting experts aiming at making available to the Brokerslink network a wide portfolio of risk consulting services.
- It was specifically created **to meet the Brokerslink network's needs** regarding risk management consulting services for its clients and prospects all around the world..

The practice is comprised of **senior Risk Professionals from top Risk Consulting firms**, strategically located around the globe. The member companies of the BRMP are affiliated companies of the Brokerslink network, specifically dedicated to Risk Management consultancy and services, namely:



Brokerslink Risk Management

BROKERSLINK RISK MANAGEMENT PRACTICE: HOW WE OPERATE

Despite belonging to separate and independent companies, the BRMP Risk Consultants provide seamless risk consulting services for Brokerslink around the globe and around the clock as a team.

Any request of Risk Management services can be addressed to the BRMP through:

Agora

• The needs will be promptly analysed and handled by a team of professionals who are better suited and better logistically placed to **deliver the best possible service**.

Brokerslink Risk Management

BROKERSLINK RISK MANAGEMENT PRACTICE: OUR MISSION

We offer top-quality consulting services in ERM, Business Continuity, Insurance Risk Management, Risk Engineering, Logistics & Supply Chain, Cybersecurity, among others.

Offering to all the Brokerslink network members' clients and prospects services to turn their companies' risks into <u>strategic growth</u> <u>opportunities.</u>

Working together, as a team within Brokerslink, and supplying topquality services.

Providing consultancy and risk analysis **Worldwide**, i.e. in all Brokerslink five regions (Europe, Americas, Asia Pacific, Africa, Middle East)

Brokerslink Risk Management

BROKERSLINK RISK MANAGEMENT PRACTICE: KEY SUCCESS FACTORS

Risk Management PRACTICE



BEING PRAGMATIC

We don't waste time with frills and get straight to the point, to meet customers' needs.



> EXPERIENCE

Most of our consultants have at least 10 years professional experience in Governance, Risk and Compliance consulting.



FLEXIBILITY

We follow consolidated methodologies, but we define the content, the operating methods and the approach of the assignments together with our clients.



RESULTS-ORIENTED APPROACH

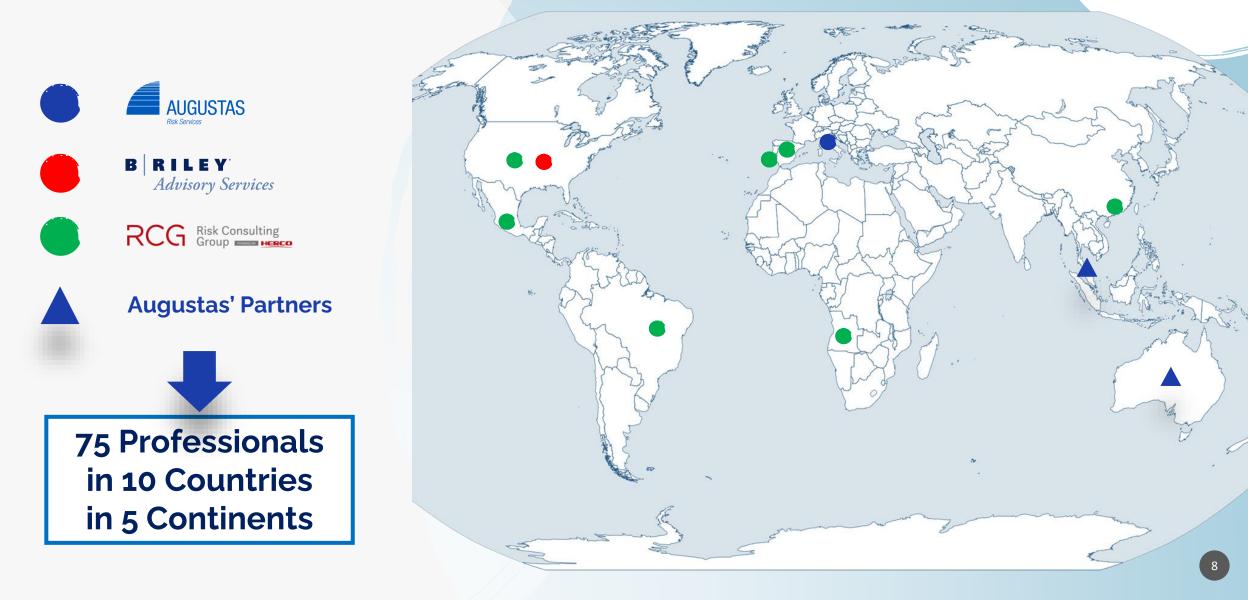
We always aim at achieving the objectives of our assignments, and we we can boast high levels of customer satisfaction.



PARTNERSHIP

We work in close synergy with our clients, operating in a co-sourcing mode as a detached function of the client. We also partner with the country broker and use their resources where appropriate to assist in the delivery

OUR PRESENCE IN THE WORLD



BROKERSLINK RISK MANAGEMENT PRACTICE: BOARD OF DIRECTORS



Corey Gooch B. Riley Managing Director Counselor



Maurizio Castelli Augustas RS CEO *Counselor* Leader of the RMP



Brokerslink

Risk Management

PRACTICE

Pedro Pinhal RCG Herco CEO Counselor

The Risk Management Practice BoD members have equal voting power. Maurizio Castelli, leader of the RMP has a coordination role.

The Risk Management Practice also has the following special advisors:



Javier Mirabal - RCG Chief Technical Officer



Duane Lohn - B.Riley Senior Managing Director



Cosimo Orecchia - Augusats Head of Risk Consulting

SOME OF OUR REFERENCES / SUCCESS STORIES







Services

SERVICES: ENTERPRISE RISK MANAGEMENT

Brokerslink Risk Management PRACTICE

Enterprise Risk Management (ERM) is a process aiming at identifying, assessing, and managing all types of risk the organization faces, consistent with business objectives and risk appetite. It enables leadership to understand and prioritize risks and make consequential decisions. ERM provides a strategy-based method for companies to accept, avoid, mitigate, transfer or exploit the risks inherent in their business model and operations strategy.

Our ERM approach provides a practical methodology through which clients recognize, consider and articulate the risks that threaten their success; evaluate their approach to risk management; make optimal risk-based decisions, to create enterprise value.

Our ERM advisory services include:

- ERM Framework development and implementation
- Key Risk Indicators (KRIs) and Risk Dashboards
- ERM Maturity Models and Benchmarking
- ERM Policy Statement
- ERM Road Maps
- ERM Process
- RAF Risk Appetite Framework
- Development of an ERM organizational structure
- Compliance with regulatory standards
- Training



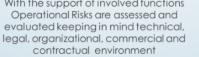
SERVICES: OPERATIONAL RISK MANAGEMENT

Brokerslink Risk Management PRACTICE

We help the companies to transform their operational management methods on respect of processes, technology, people, data, and to identify the best mix of tools for management of operational risks that allows them to optimize their performance. We develop risk management models that are integrated and aligned with strategies, helping companies to develop a risk management policy that optimizes the use of risk transfer tools (insurance) and other risk mitigation methods.

- Mapping of inherent operational risks
- Analysis of existing mitigation tools
- Analysis of gaps between risks and mitigations
- Analysis of insurance needs with respect to exposure





The mix of insurance policies suitable to optimize the coverage of identified and measured risks is designed, keeping in mind the ever changing exposures and the local compliance issues

The existing technical, procedural and contractual mitigation measures are identified and assessed and possible additional measures are defined. Residual risk (net of the effect of mitigations) is measured.

Periodically, along with management, the Risk Map is validated and updated in order to be able to intervene promptly with necessary actions in case of significant changes. State of advancement and completion of agreed mitigation plans is also monitored

SERVICES: BUSINESS CONTINUITY MANAGEMENT

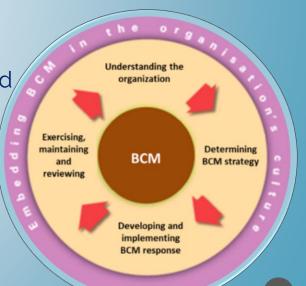
The inevitability of disruption to operations from increasingly common natural, intentional, and unintentional incidents elevates operational resilience to a board-level issue because of the potential financial, legal/regulatory, brand and reputational impact.

Developing and documenting a predictable recovery capacity helps organizations to:

- Meet governance, risk and compliance goals
- Address audit comments or respond to losses or insurance claims
- Align with global standards
- Meet partner requirements, loan covenants, insurance requirements and service level agreements
- Address risk issues in the supply chain

Our professionals provide practical, best-in-class business continuity planning (BCP) and continuity of operations planning (COOP) solutions to private sector and government Clients, respectively, in virtually every industry sector. Our services include:

- Business Impact Analysis (BIA)
- Business continuity management (BCM) strategic governance modelling
- Current state assessment of Business Continuity Planning (BCP) and Continuity Of Operations Planning (COOP)



SERVICES: ESG (SUSTAINABILITY) CONSULTANCY SERVICES

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We support companies in seizing opportunities related to sustainability. We have united our strategic, tailor-made, and high added value approach with the experience of our most seasoned professionals, combined with the energy of young consultants from some of the leading advisory firms who have specialized in Environmental, Governance, and Corporate Social Responsibility topics. Therefore, we have created an optimal mix of knowledge in the fields of ESG and sustainability. We accompany organizations through consulting and advisory services on several ESG topics:



Carbon Footprint and Reduction of Emissions

- **Sustainability Plan and Strategies**
- **Sustainability Report**
- **Certifications and ESG Ratings**
- Sustainability along the Value Chain

Stakeholder Engagement

Risk Management

SERVICES: RISK ENGINEERING

We support companies in Risk Engineering activities aimed at Risk reduction through Prevention and Protection actions that reduce the probability / expected frequency of claims (Loss Prevention) and / or their impact (Loss Control).



Loss Prevention Survey



Business Impact Analysis



Review and Project Management on Fire Protection system projects



Cat-Nat Special Investigations



Industrial Safety



Technical Support and Follow-up



Brokerslink

Risk Management PRACTICE





Cybersecurity and Cyber Risk Management



Emergency & Crisis Management; Reputational RM



Logistic & Supply Chain Management



M&A RM, Project RM, Financial RM Strategic RM



Alternative Risk Financing; Captive Management



RCG Training; RCG Platforms



Claims Handling Services (TPA, SIR, Loss Adjusting,...)



Brokerslink Risk Management PRACTICE

For further information regarding the available services, or for getting a proposal on a specific service, contact us through **AGORA** or send a message to the BoD members through your Brokerslink Broker.

Brokerslink Risk Management PRACTICE



TOGETHER to create added value