BRINGING RISK MANAGEMENT INTO MIAMI (RE)INSURANCE

Quintana López Donoghue & González

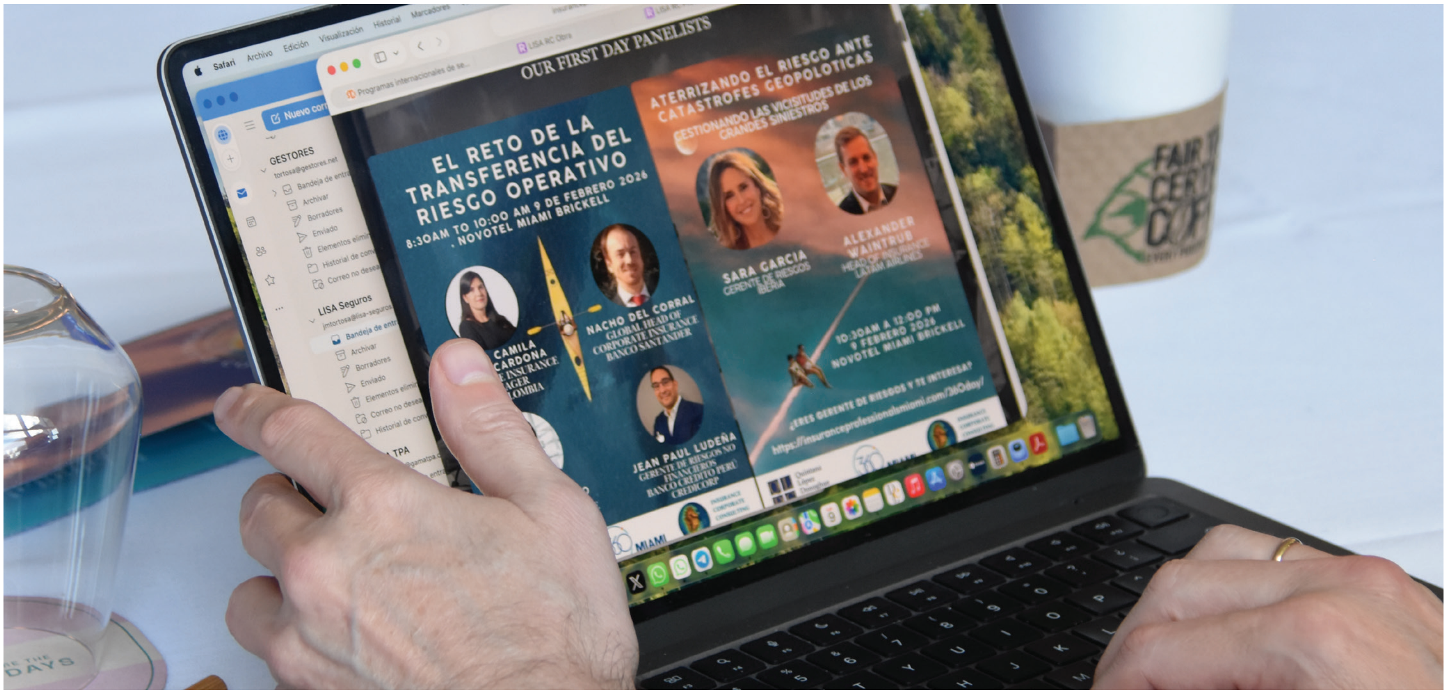
INSURANCE CORPORATE CONSULTING EXPERTS

# Miami 360 — 2027 Edition: Preview

Taking a pause from our daily routine to share what truly concerns us at work is not always easy. That is why, with great enthusiasm and deep respect for our profession, we are preparing the fourth edition of **Miami 360**, which will take place on **February 8 and 9, 2027.**

Our desire is once again to offer that warm, informal meeting point that kicks off **Miami Reinsurance Week** — a space designed exclusively for Risk Managers of large corporations and captive structures with exposure in the Americas to feel heard, supported, and part of a community.

**As detailed in the cutting-edge program included in this document, this year we will humbly and with technical rigor address together the complex challenges keeping us all awake at night: geopolitical volatility, the weight of responsibility on our Boards of Directors, real digitalization tools, and how to keep our companies' operations afloat when the unexpected happens.**




ZURICH · mapfre Global Risks · CHUBB · wtw · MARSH · AON · Liberty · ANALYZA analyzaglobal.com · abaco international loss adjusters · advanta · RTS International Loss Adjusters vrs adjusters · RIMAC

## 1. Our Pillars: Why We Believe It Is Worth Walking Together

**We want to preserve and enhance the essence of this forum, relying on the human and professional values that have guaranteed the event's relevance to senior leadership across the sector:**

### Peer-Driven & Buy-Side Learning and Exchange

- We leave strictly commercial speeches at the door
- We believe true value lies in hearing real stories, lessons learned from past mistakes, and practical solutions explained by those who experience risk firsthand in their corporations.

### A Haven of Trust (Chatham House Rule)

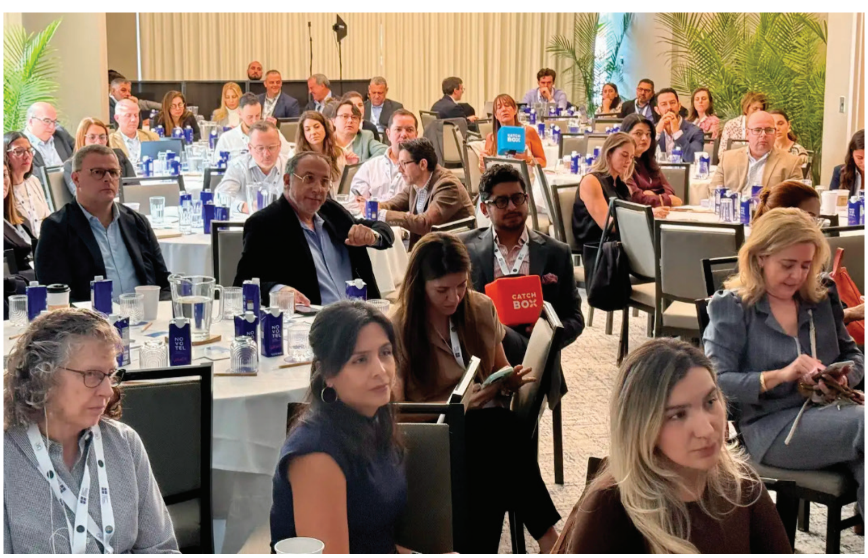
- We know how difficult it is to speak openly about complex claims or operational vulnerabilities. That is why we protect ourselves under the Chatham House Rule: a private, secure space where confidentiality allows us to be completely honest and transparent while safeguarding the identity and affiliation of all participants.

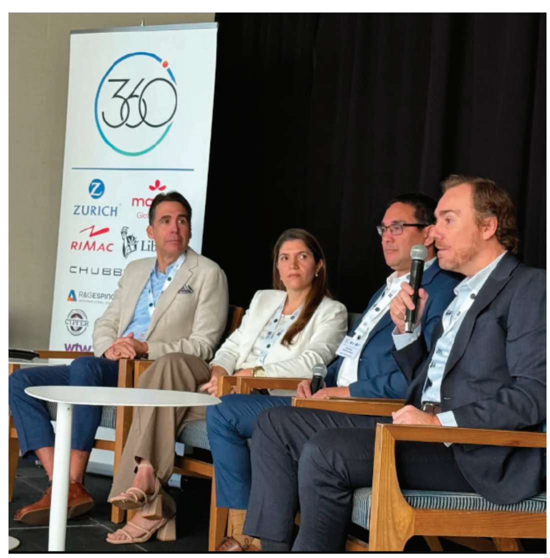
### Purposeful Collaboration (The Value of Our Sponsors)

- We firmly believe in mutual support. Thanks to the generosity and commitment of a select network of sponsors (reinsurers, global brokers, and managing general agents), attendance remains entirely free of charge for corporate Risk Managers.
- For a sponsor, this meeting is not just another advertising showcase; it is an opportunity to sit at the table with the industry, listen to their real pain points, share technical expertise, and build long-term relationships of trust.

### Meaningful Networking

- We do not aim to collect business cards or fill rooms.
- We foster unhurried conversational spaces designed for you to find genuinely useful connections that also help open the right doors and structure partnerships for the rest of the week in Miami.



## 2. A Format Designed for Active Participation

**The organizational structure consolidates a dynamic of total immersion in which everyone contributes and no one is a mere spectator:**

### Morning Plenary Sessions

- High-impact strategic sessions to understand where market capital, regulatory, and geopolitical environments are heading, alongside practical large-scale crisis simulations.

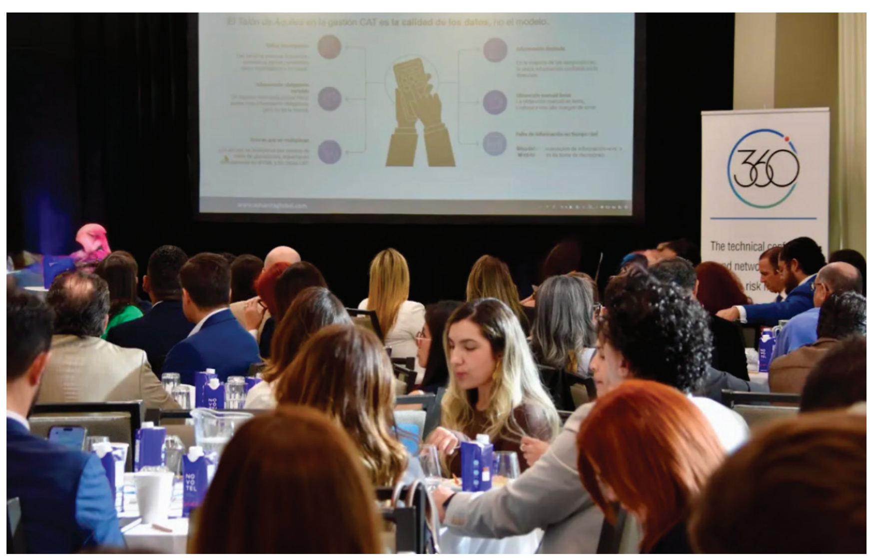
### Afternoons of Specialization and "Technical Pills"

- We will split into parallel breakout rooms that start disruptively with a short 5-minute presentation. A colleague will share a raw case study, cost data, or a lesson learned from their own trenches to launch immediate debate.

### The Closed-Door "RM Sandbox"

- An exclusive, protected session for Risk Managers (zero markets, zero brokers) to speak with complete freedom, share lessons learned to make better decisions, and suggest to the organizers, ICCE and QLDG, the foundations for the next edition.





# 3. Official Technical Program — Miami 360 (2027 Edition)

## DAY 1 — Monday, February 8, 2027

### Macro Trends, The Board of Directors, and Vendor Management

| | | |
|---|---|---|
| 8:00 - 8:30 | **Opening & Initial Connection** | Registration, specialty coffee, and welcome pastries alongside event Sponsors |
| 8:30 - 10:00 | **PLENARY 1**<br>**The Market Summit: Geopolitics, Trends, and Perspectives in LATAM** | The only session of the event conducted exclusively by the sell-side. We gather the CEOs of leading insurance/reinsurance companies and regional leaders from the three major global brokers (Marsh, Aon, and WTW). They will directly analyze the continent's geopolitical volatility, capacity trends, and capital direction for the upcoming cycle. |
| 10:00 - 10:30 | **Networking** | Structured coffee break with Sponsors and active Networking |
| 10:30 - 12:30 | **PLENARY 2**<br>**The Board's Achilles' Heel: Class Actions, Litigation Funding, and Governance Risk** | When danger looms over your Board's Audit and Risk Committee. How to shield corporate structures against the cross-border growth of Litigation Funding and the new wave of Securities Class Actions threatening executive assets and D&O policies. |
| 12:30 - 13:30 | **Networking** | Cocktail lunch on the rooftop terrace |
| 13:30 - 14:30 | **Breakout Block 1 (Simultaneous Rooms)** | |
| | **ROOM A**<br>**Captives Workshop (Part 1): Feasibility and Structuring** | Pill: "The financial analysis that proved we needed a captive." Raw numbers, costs, and critical mass for structuring risk retention in LATAM. |
| | **ROOM B**<br>**Real AI Case Studies in Insurance** | Pill: "Automated policy auditing: Humans vs. Algorithms." Practical use of current tech tools to detect coverage gaps and accelerate pre-settlements. |
| | **ROOM C**<br>**Vendor Management, Supply Chain, and Risk Mitigation** | Pill: "The third-party loss that paralyzed my operation." How to redesign your RFP parameters and vendor auditing to bulletproof contracts. Case analysis and complex guarantee issues in Colombia. |
| 14:30 - 15:00 | **Networking** | Coffee Break |

| | | |
|---|---|---|
| **15:00 - 16:30** | **Breakout Block 2 (Simultaneous Rooms)** | |
| | **ROOM A**<br>**Captives Workshop (Part 2): Jurisdictions, Taxation, and Cell Rental (PCC).** | Pill: "Why we chose Europe over the Caribbean (or vice versa)." Breakdown of costs and tax advantages of Luxembourg vs. Malta vs. Bermuda/Cayman. Market access through protected cell rentals. |
| | **ROOM B**<br>**Project-Specific Coverage vs. Global Programs** | Pill: "How we prevented a mega-project from exhausting our master policy limits." Risk isolation and structuring for works or temporary lines. |
| | **ROOM C**<br>**The Systemic Risk of Subsea Cables** | Pill: "The day I understood my connectivity depended on a cable in international waters." Geopolitical sabotage, hybrid warfare, and the LATAM-US corridor vulnerability. How to structure cross-border Business Interruption (BI) when the market demands physical damage to owned assets and the cable isn't yours? |
| **16:30 - 17:30** | **Networking** | Drinks on the rooftop terrace |

## DAY 2 — Tuesday, February 9, 2027

### Cyber Crisis, Claims, and The RM "Sandbox"

| | | |
|---|---|---|
| **8:00 - 8:30** | **Day 2 Opening** | Registration, coffee, and pastries with Sponsors |
| **8:30 - 10:00** | **PLENARY 1**<br>**Live Cyber Claim Simulation & Incident Response** | Challenge: "Day Zero: Your corporate screen goes dark." Real-time simulation of a systemic ransomware attack. Containment protocols, the role of active loss prevention, and the chaotic interaction during the first 24 hours between you as the insured, the broker, forensics, and claims adjusters. |
| **10:00 - 10:30** | **Networking** | Mid-morning break and guided Networking |
| **10:30 - 12:30** | **PLENARY 2**<br>**The Claims Battlefield and Cross-Border Friction** | Pill: "The international claim that took 18 months to pay due to local fronting issues." The debate: Market claims directors sit face-to-face with Risk Managers. Documentation bottlenecks, the export of social inflation, and aggressive litigation from the US into Latin America. |
| **12:30 - 4:30** | **Networking** | Cocktail lunch on the rooftop terrace |

| | | |
|---|---|---|
| **13:30 - 14:30** | **Breakout Block 3 (Simultaneous Rooms)** | |
| | **ROOM A**<br>**Parametrics in Practice: Triggers and Fine Print** | Pill: "When the weather index didn't trigger, but plant damage was real." Success stories and basis risk failures in NatCat coverage across the region. |
| | **ROOM B**<br>**Tech Tools for Insurable Values** | Pill: "The day we discovered a 30% underinsurance due to inflation." Software and methodologies to update asset and infrastructure values in real time. |
| | **ROOM C**<br>**Aerospace, Defense, and Satellite Risks** | Pill: "The new landscape for insuring strategic assets and civil security amidst global geopolitical instability." |
| **14:30 - 15:00** | **Networking** | Coffee Break |
| **15:00 - 16:30** | **The RM "Sandbox" (Closed Door — Risk Managers only)** | Zero markets, zero brokers. A 100% buy-side space of maximum confidentiality led exclusively by you and your risk management peers. Catharsis, sharing, lessons learned, best practices, and suggestions for Miami 360 2028. |
| **16:30 - 17:00** | **Official Closing** | Final Networking and farewell toast on the rooftop terrace |

# 4. Alternative Thematic Axes (Agenda Flexibility)

**We keep these high-impact technical alternative ideas on the table in case the RM community or sponsors prefer to substitute any block:**

## Clones in the Boardroom

- **Deepfakes and Synthetic Identities in Treasury:** The real-time use of AI to clone executives' voices and faces to authorize massive wire diversions. When fraud occurs because a human is tricked by a perfect digital clone, should the Cyber policy or the Fidelity/Crime policy respond? How are you dealing with this legal gray zone?

## The Domino Effect

- **The Impact of Climate Uninsurability on Banking Credit Risk:** When international reinsurance chooses to withdraw from certain coastal or catastrophic zones in LATAM, local companies lose their coverage. Without insurance, bank credit guarantees and collateral drop to zero. How corporate insurance departments must align with credit risk departments to save the company's balance sheet.

### The Battle for Captive Repatriation

- **OECD Pressure and Tax Substance:** New global tax transparency requirements forcing multinational groups to justify the "economic substance" of their captives in traditional jurisdictions. The dilemma between maintaining offshore structures or migrating toward regulated cell models in Europe.

### War of Algorithms

- **Civil Liability Derived from Third-Party AI:** Your company hires AI software to optimize logistics or recruitment, and it commits a massive discriminatory bias or a multi-million-dollar distribution failure. Who is legally liable: your corporation or the software vendor? How to audit your vendors' tech errors and omissions / liability policies.

## 5. Logistics Details: Caring for Every Detail of Your Stay

**To make your experience completely seamless and efficient, we have coordinated key logistical aspects for this edition, which will take place entirely at the Novotel Brickell—the indisputable epicenter concentrating all action during Miami Reinsurance Week:**

### Accommodation and Unbeatable Rate

- We have locked in a limited room block reserved at an exclusive special price at the event hotel. We strongly recommend taking advantage of this rate, as it represents approximately half of what a room in the Brickell area normally costs during this high-demand week. Staying at the primary venue optimizes your budget and adds immense logistical efficiency to your attendance.

### Room Capacity and Balance

- The main technical sessions will be held in Novotel's magnificent Ballroom, a comfortable, perfectly conditioned space accommodating a maximum capacity of 190 people this year. Following the success of the previous edition (where we had 59 confirmed Risk Managers), we expect to continue growing organically. We take special care to ensure half of the room consists of corporate Risk Managers, while the remaining capacity is productively balanced among insurance/reinsurance market representatives, regional leaders of the three major global brokers, underwriting agencies (MGAs), and sponsoring service providers contributing technical expertise to the debates.

### Date Suggestions and Travel Plan

- To ensure a smooth start and avoid Miami's notorious traffic delays, we advise scheduling flights to arrive over the weekend. This allows us to start punctually on Monday morning in a dynamic atmosphere ("Caribbean schedule"). Likewise, we suggest scheduling return departures for Wednesday, allowing you to utilize Tuesday evening and Wednesday full-day for one-on-one meetings, follow-up lunches, or technical business visits with other operators in Brickell (Miami's EC3).

# 6. An Invitation to Join a Real Discussion Table

**To all Risk Managers with exposures in the Americas:**

- This gathering has been built around your real needs. However, to maintain intimacy and high debate quality, physical space in the Novotel Ballroom is strictly capped at 190 people.
- Because we maintain a strict balance where half the room is exclusively buy-side, available seats for Risk Managers total approximately 95.
- Considering last year's pace of confirmations (59 colleagues consolidating the core group), we encourage you to secure your registration as early as possible.
- Once this capacity is filled, registration will permanently close to protect the intimate setting and peer-to-peer exchange defining this forum.

**For reinsurers, international insurers, underwriting agencies (MGAs), and specialized service providers:**

- At Miami 360, we are not looking for passive logos printed on a background poster. We look for allies who bring real technical weight to the table. For this reason, institutional sponsorships are mathematically limited by the number of panels on the official agenda.
- We only open a collaboration spot when we find an organization whose specific expertise adds value and enriches that specific technical conversation.

**If your organization has the expertise to lead one of the agenda debates and you wish to secure both exhibit space and a direct speaking slot for your expert on the corresponding panel:**

- We recommend contacting Alex Guillamont or Juan López immediately.
- Technical contribution slots will be allocated as proposals bringing the greatest substance to the technical program are validated, and opportunities to join this select group are very limited before the agenda is permanently locked.