



# IATA – RIMS26

Astaara - cyber specialty solutions

Robert Dorey – Group CEO Astaara

March 2026

# How well do you know your cyber profile?



**These are  
the key  
questions  
that need  
to be  
answered**

- » Do you understand the regulatory cyber risks for your business?
- » Have you defined your appetite for cyber risk?
- » Have you defined your appetite for the financial consequences of a successful cyber attack?
- » Do you know what your top 5 cyber risks are?
- » Do you know how you are managing them – and how well?
- » Have you tested your plans? – they may look good on paper, but in practice?

## Does this sound familiar? It is a similar perception of Marine another specialty market contiguous to Aviation



### Too difficult

	Aviation	Marine
You are viewed as a high-risk industry sector	Yes	Yes
The industry is low maturity for cyber security	Yes	Yes
Low regulation / little to no enforcement	Yes	Yes
Insufficient information to write the risk	Yes	Yes
You are viewed as not paying for a cyber insurance policy	Yes	Yes
All claims are big	Yes	Yes
Claims are complex and long-tail	Yes	Yes



**Does a cyber specialty solution exist?**

**Yes**



## Astaara solves the maritime industry cyber challenges by enabling clients to articulate their cyber risk

### Aviation & Marine share common challenges

- Global operational reach of businesses
- OT and IT
- Highly regulated
- Regional cyber regulatory differences
- Safe operations
- Airworthiness / Seaworthiness

## Astaara model summary

<b>Calibrate the cyber risk</b>	Domain specific talent understanding the industry dynamics for each type and tier of operator within sector
<b>Measure Cyber Maturity</b>	Astaara internal model – maps all global cyber standards
<b>Ticket to trade</b>	Insurance certification that has acceptability across multiple jurisdictions
<b>Insurance product fit for industry and differing tiers within</b>	Domain specific talent designing insurance wordings and service offerings fit for the unique risks of aviation and cyber – with out exclusions that deny cover when most needed  Pricing risk for sustainable capital exposure
<b>Claims handling</b>	And a claims service that can support the Insured

Effective risk transfer can only happen if the both sides of the bargain understand the risk

A large, semi-transparent logo in the background. It features a stylized letter 'A' with a compass rose in the center and a crescent moon on the right side. The logo is rendered in a lighter shade of blue than the background.

**Thank you**