

Money alone won't help!



Cannes, 31st May 2023

Martin Schachtschneider

A woman with long hair is surfing on a wave. She is wearing a dark wetsuit and is looking forward. The wave is breaking around her, creating white foam. The sky is blue with scattered white clouds. The background shows a coastline with hills.

“We need to prepare for foreseeable challenges and risks before they happen. We need to get ahead of the wave. Only reporting risks is not enough.”

- Senior Risk Manager, Global Manufacturer, Robotics

BELFOR - the world's number 1 in damage restoration



24/7 WORLDWIDE

For you and your needs



ALL 90 SEC. A DAMAGE REPORT

For competent immediate help



550+ BRANCHES

For short routes and quick decisions



12500+ EMPLOYEES

For any damage prepared



350.000+ PROJECTS PER YEAR

For more sustainable restorations





Hard market





Insurance Solutions

“We are not happy with the solutions on the insurance market. There are no real solutions for Cyber. For Nat. Cat. it’s a bit better. Still, it’s bad.”

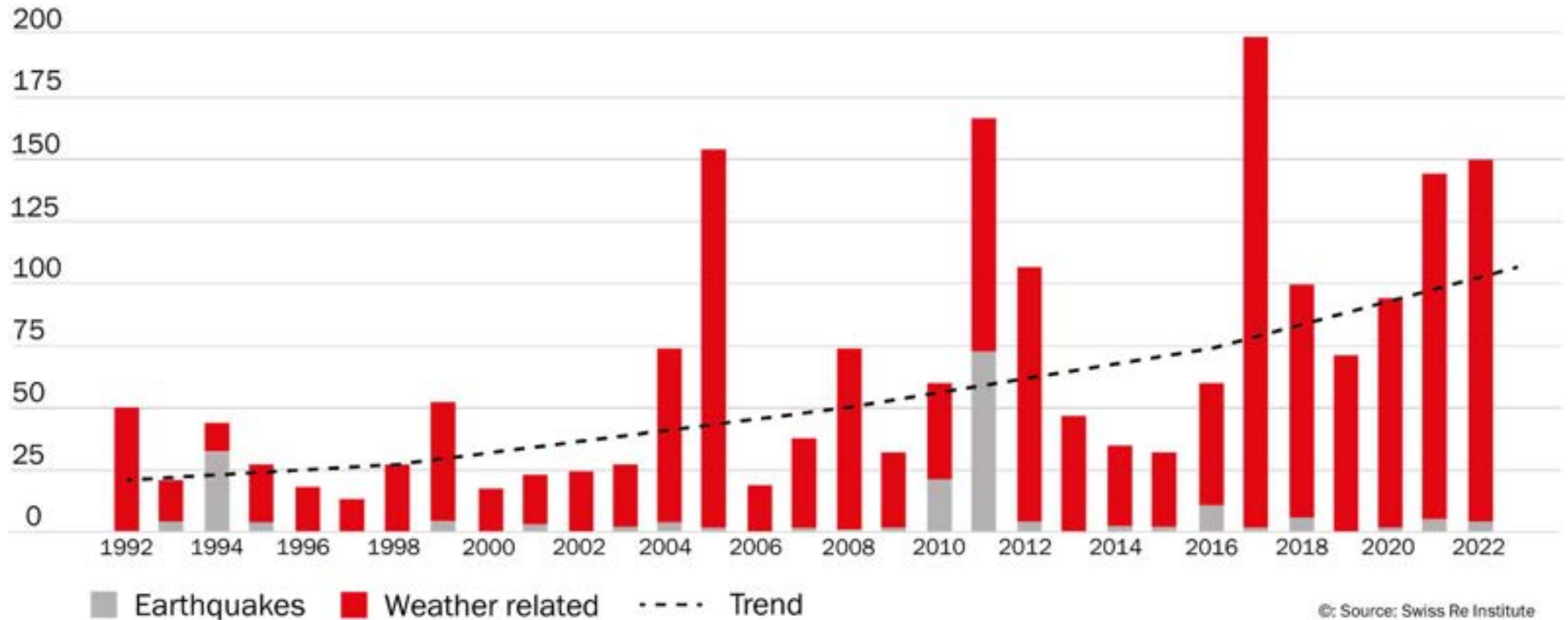
- Senior Risk Manager



Intensity, Frequency

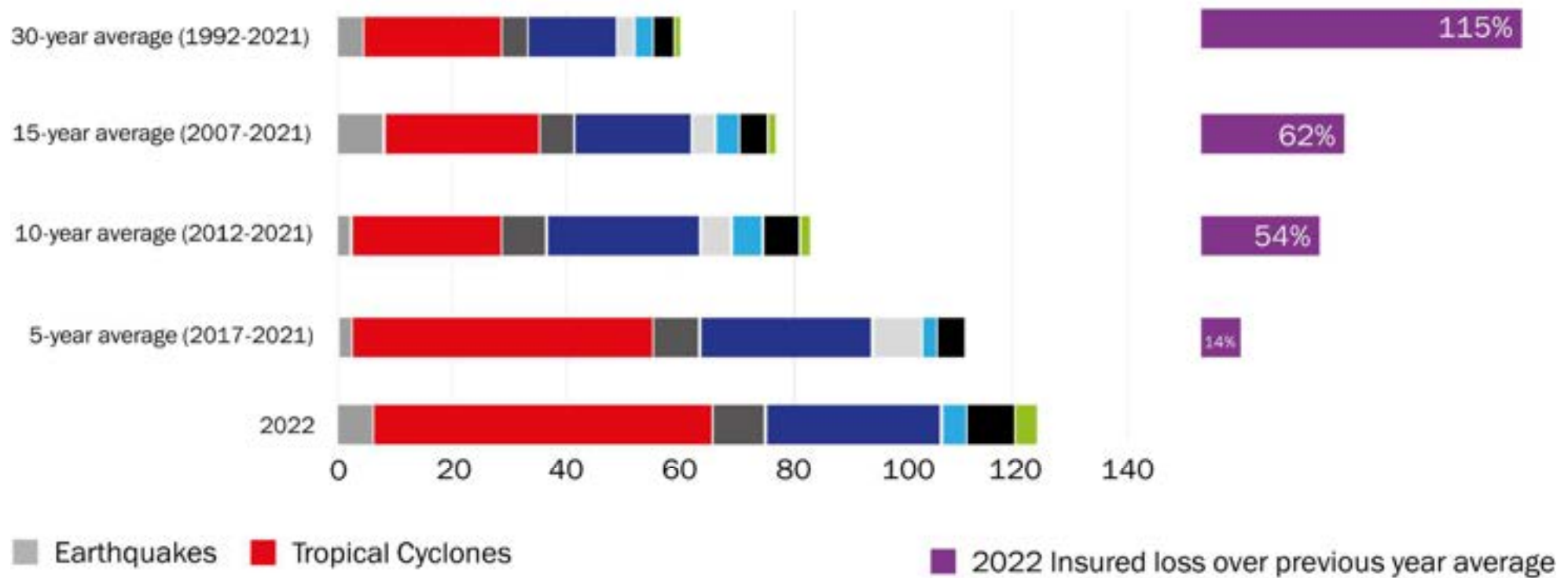


Growth in global natural catastrophe insured losses in USD billion (2022 prices)



Trends

Global insured losses from natural catastrophes in 2022 by category, in USD billion at 2022 prices



We got a taste in Europe: July 2021, May 2023



 **Skilled Labour**





Global Supply Chains



 Spare Parts





New Machinery

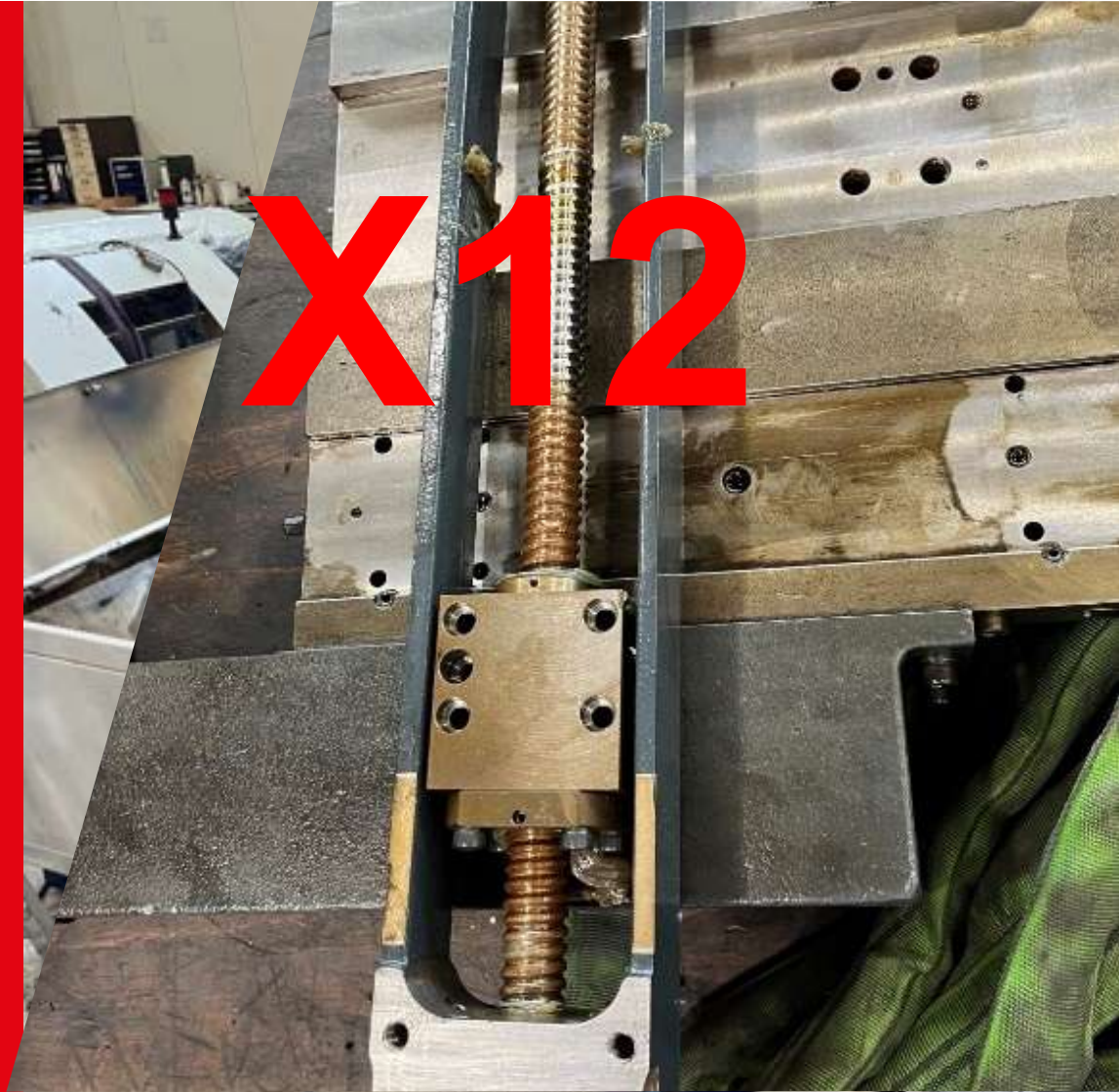
“When the machinery is damaged, customers want to have a new machine, not restoration. Until they hear how long it will take to get a new one. And the costs. Then everything changes. Suddenly restoration is the option.”

- Senior Loss Adjuster

“In case of natural catastrophes and other damages, the free market won’t provide your customers with solutions to get back to business fast. *Especially when they need them the most.*”

Recent example:

**Fire damage:
CNC Machining
Center,
Medical Implant
Production**







**Time advantage:
4 months repair vs. 18 months delivery time
= 14 months acceleration**

BI saved for 14 month
12 Centre x 14 month x 30.000 € /month
Gross margin = 5.040.000 €

**Property damage
12 x repair vs. new**

12x 675.000€ = 8.100.000€
./.
12 x 125.000€ = 1.500.000€
Savings 6.600.000€

Total savings: 11.640.000€



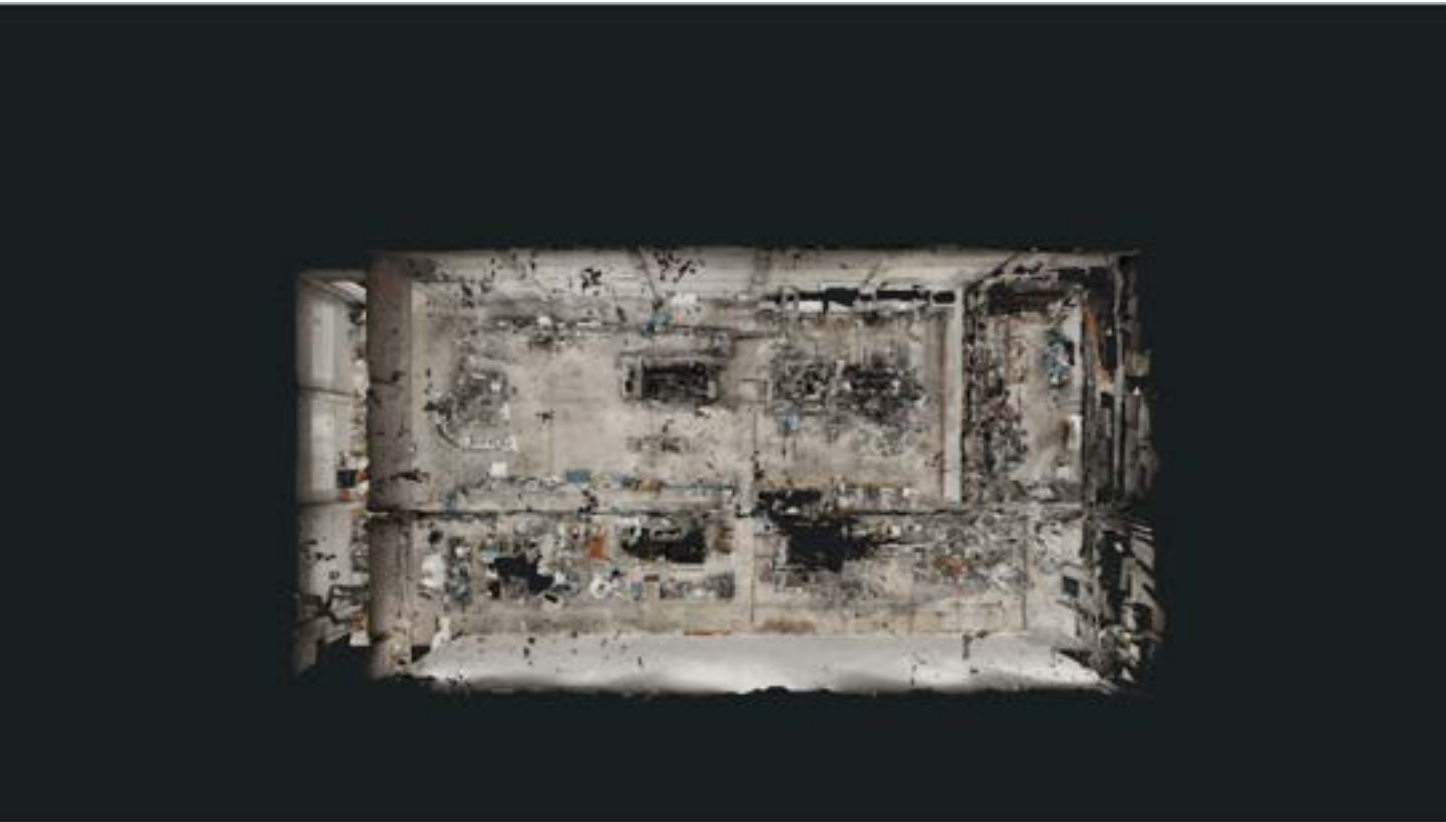
Examples for how we prepare.

It's in the mix.

Blue-Collar and Technology

Transparent documentation for efficient communication

BELFOR 360° DamageScan



Reverse Engineering, and doing it ourselves: 3 D printing of spare parts



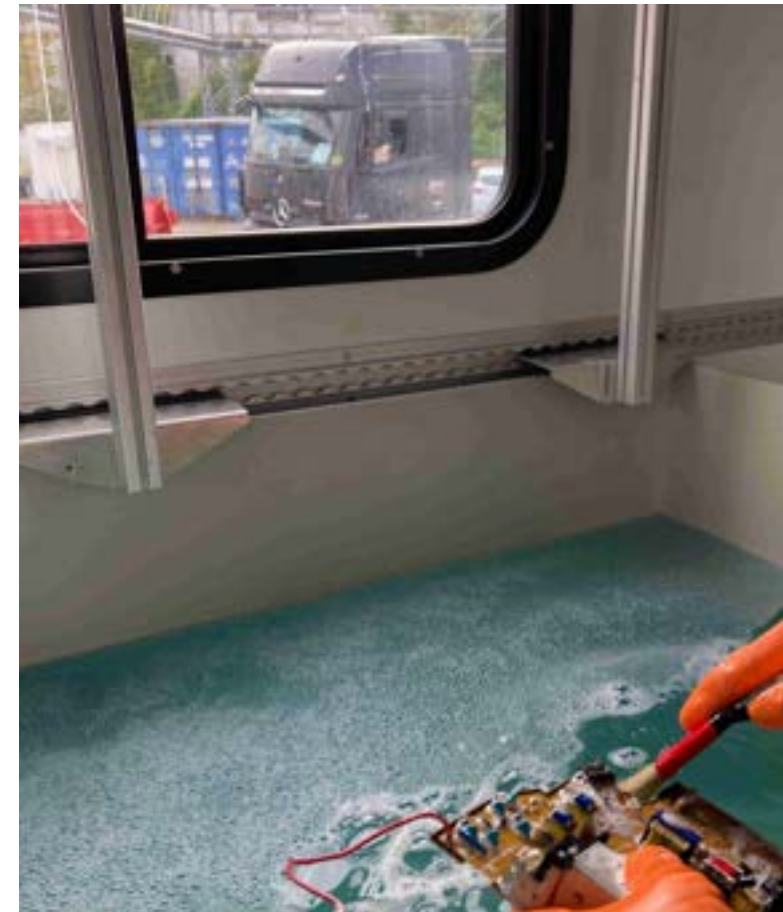
Insourcing hard-to-get services needed for restoration

BELFOR scaffolding



Self-sufficient and fully equipped restoration truck for electronics

BELFOR E-Trailer



Expanding global coverage and increasing manpower

Latest acquisitions:

- SSG – in Denmark, Sweden & Norway
- Adding 1.000 people
- Adding more than 100 locations.



**How can we prepare
your customers?**

With best in class readiness: RED ALERT by BELFOR













Prepared by Contract

With RED ALERT® by BELFOR

Keypoints of a contract:

-  24/365 Exclusive emergency call standby
-  Global coverage
-  Priority handling in case of Nat. Cat.
-  Defined reaction times
-  Defined processes (e.g. invoicing)
-  Resource availability
-  First measures to stop and minimize damage
-  Claims report for transparency and decisions



“Let’s talk about RED ALERT while the lights are still on.”



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