



**KYND:BUILDING A RESILIENT
FRONT AGAINST CYBER
ATTACKS**

VICE PRESIDENT, BEN DUFFY



ACWA JPIA Fall Conference

KYND Ready
(Cyber Services)



28th November 2023, Palm Springs



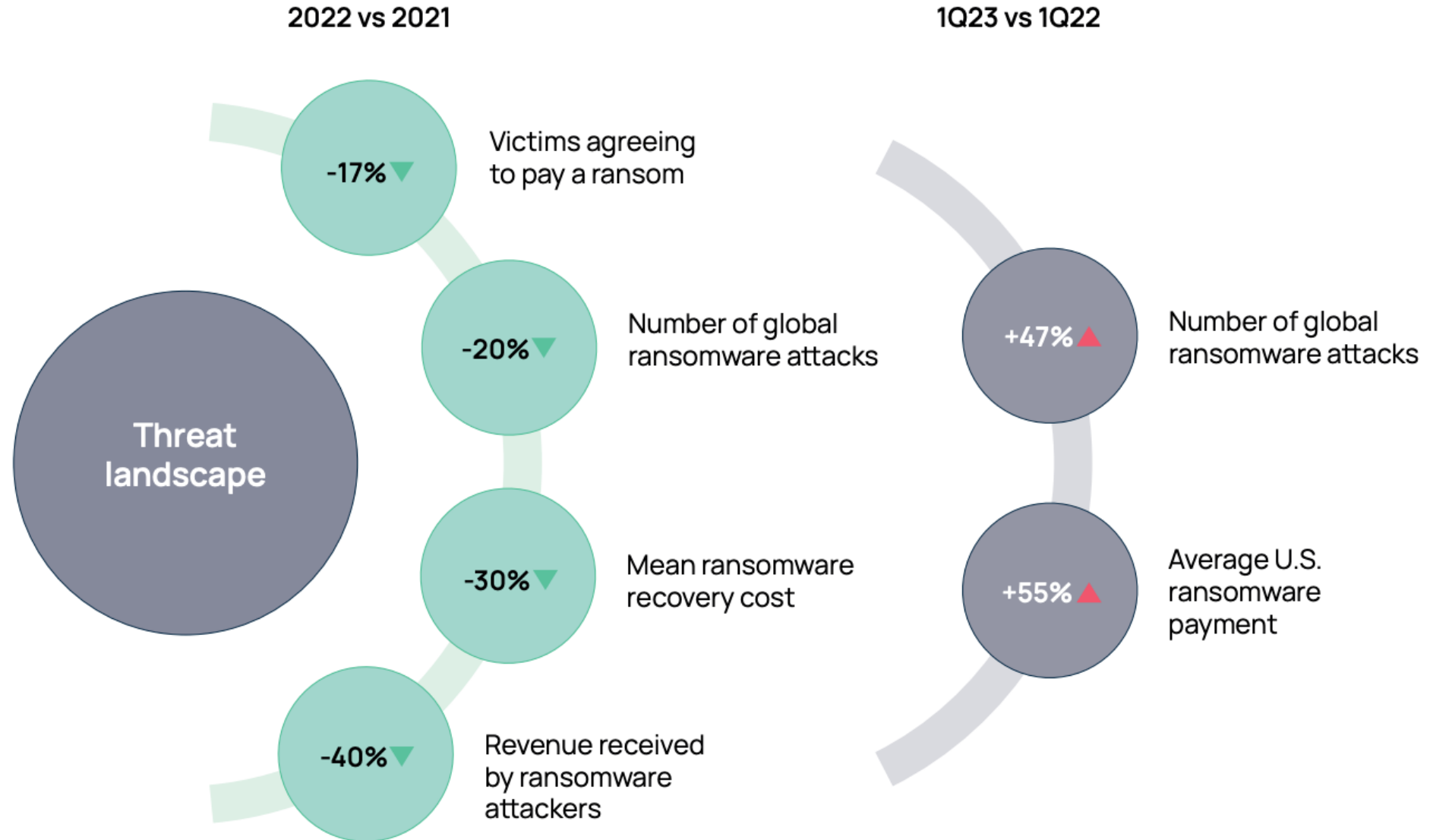
1. Current state of the cyber market
2. Introduction to KYND
3. ACWA Cyber Risk Resilience
4. Goals & Targets
5. Q&A



The current state of the cyber market

Following major upheaval in 2020 and 2021 caused by COVID-19 and the proliferation of ransomware, the last 18 months have represented a period of relative calm for the cyber insurance market as claims have subsided and competition has returned.

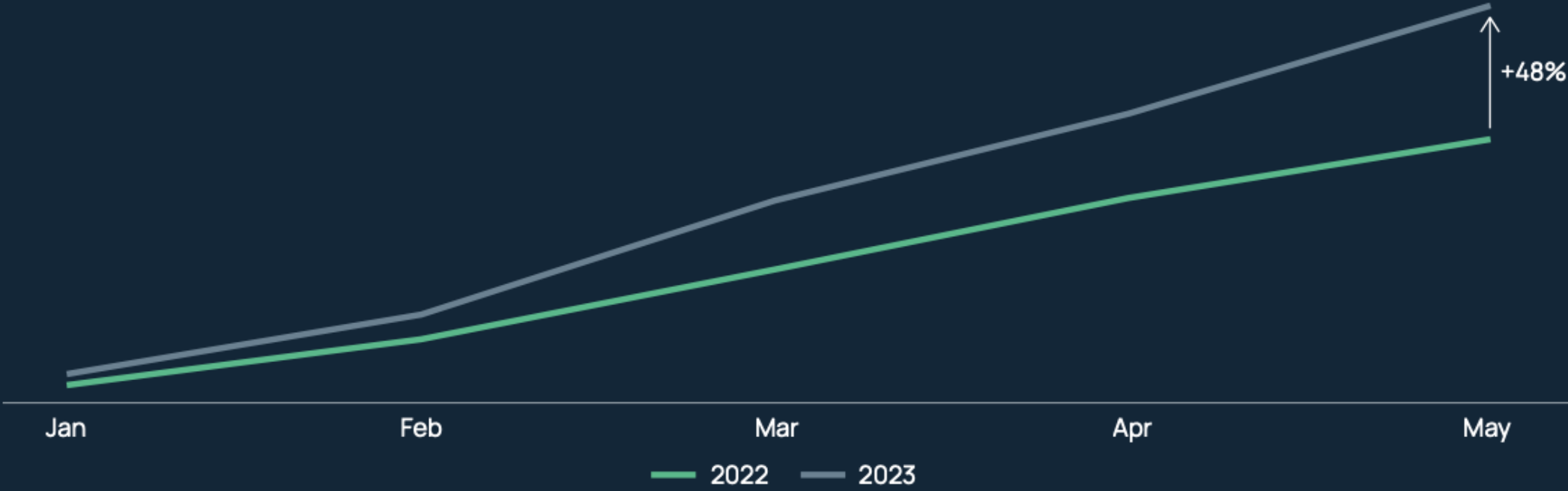
Frequency and severity of ransomware incidents





Rampant Ransomware

Ransomware activity up nearly 50% so far in 2023 vs 2022...

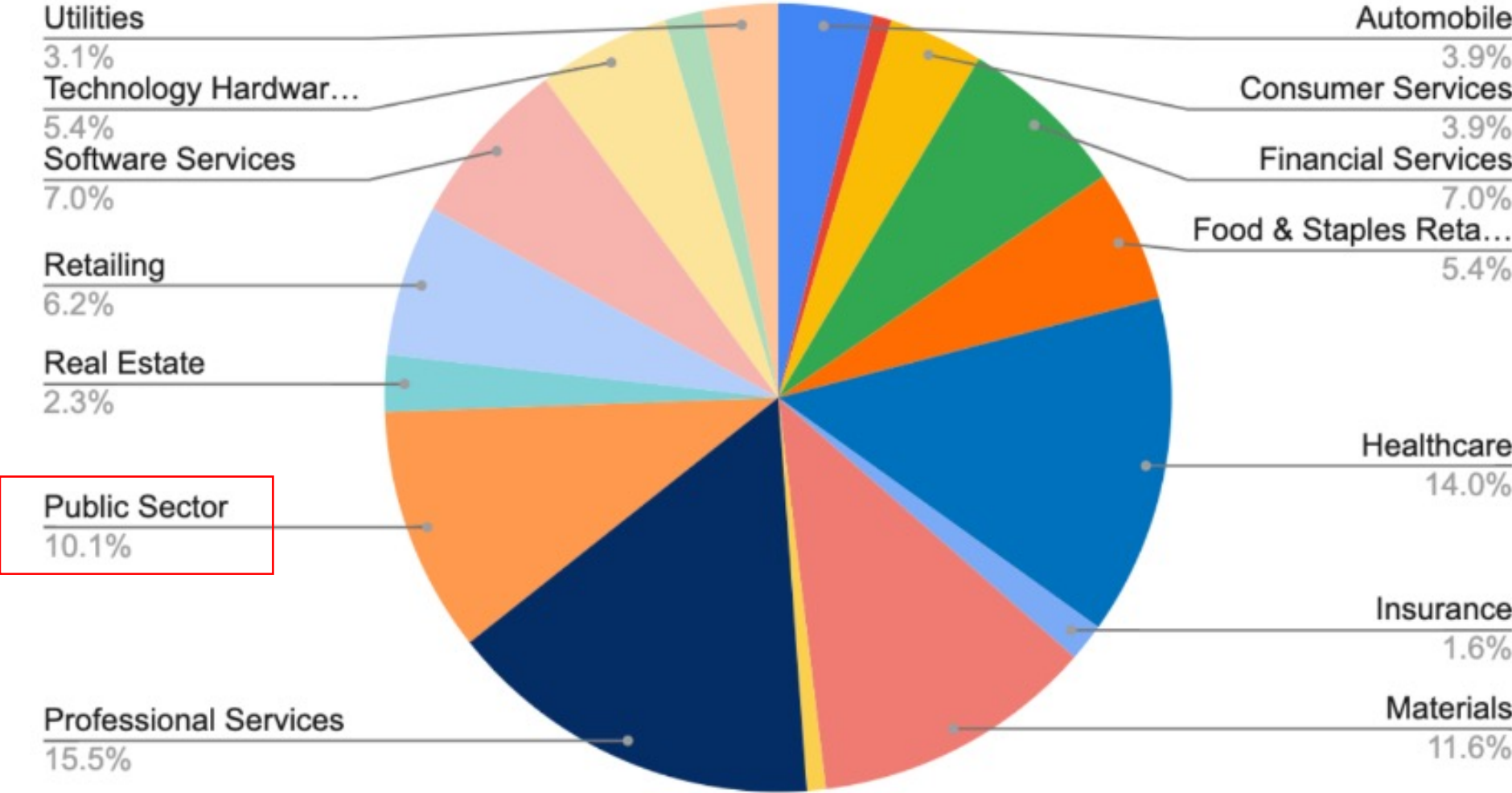


Source: Howden, NCC Group





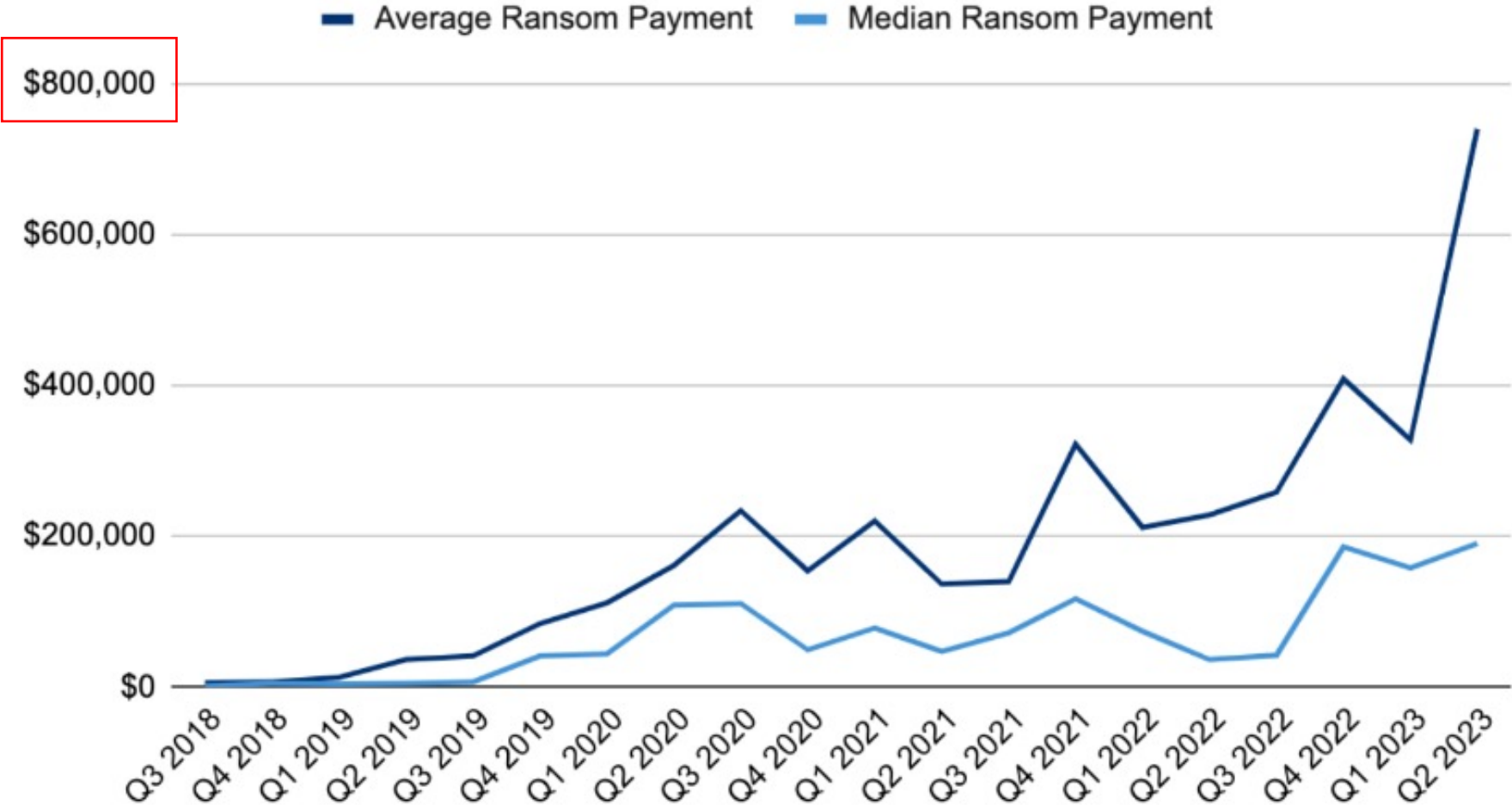
Industries impacted by Ransomware Q2, 2023



(Source: Coveware, 2023)



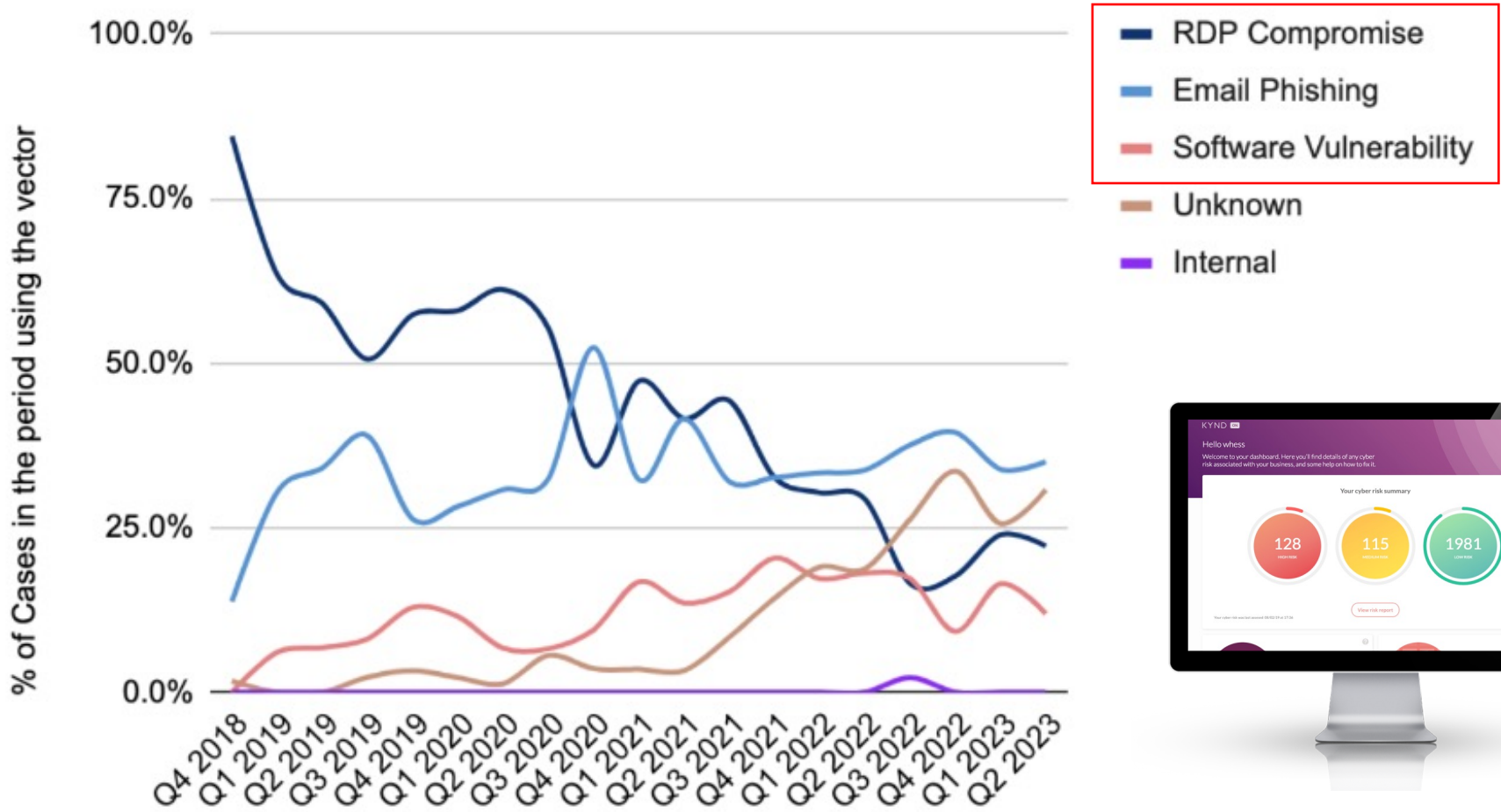
Ransom Payments By Quarter



(Source: Coveware, 2023)



Ransomware Attack Vectors Observed in Q2, 2023



KYND automatically scans for the above key vectors

(Source: Coveware, 2023)

What does this mean for the Cyber Insurance Market?

- The threshold for best practice keeps going up in the face of a now again, increasingly volatile threat landscape.
- To reflect this, insurance providers are increasing requirements for applicants to show their commitment to best practice.
- Insurance providers are asking for more detailed explanations and a higher standard of documentation as evidence of best practices inside organisations.
- The average cost of premiums has risen approximately 25%, with some policyholders paying over an 80% higher rate in 2022¹.
- Underwriters are adopting an “increasingly conservative approach to writing cyber cover...which could extend to the non-renewal of accounts or the reduction of limits offered.”²

Even the Smallest Water Utilities Are Vulnerable to Ransomware Attacks

The good news is that water system managers can take simple, effective steps to address vulnerabilities.



Last year was especially busy for the Critical Infrastructure and Security Agency (CISA), one of the federal agencies that protect 16 vital infrastructure sectors in the United States. The agency was engaged in tracking a rising tide of cyberattacks and ransomware demands and working with private-sector and government agency partners to respond to the threats — most of which originated with cybercriminals operating out of Eastern Europe, Russia and Asia.



Introduction to KYND

A new KYND of cyber risk management for pools...

Loss control and Improved Underwriting Performance



KYND is a new type of cyber risk management product

Pioneering cyber risk management technology that can be applied to any business. Highly accurate, quick to monitor and easy to prevent – no jargon or drama.



Who is KYND for?

KYND caters to all sizes of members. An insurance-focused 'additive' technology and service that helps authorities control loss and improve underwriting performance.



Simple | Easy | Quick

Just like the product, KYND keeps things simple, easy and quick – or quite literally red, amber, green. We use a non-scoring universal traffic light system to monitor and explain cyber risk exposure – focusing on the exposures that drive losses.

115,765

Organisations within the KYND platform

50+

Insurer, Broker and Pool customers

beazley

Alliant



howden

GLOBE
UNDERWRITING

TALBOT
An AIG company

KYND

Our Impact

- 30% reduction in ransomware claims frequency per policy and by 70% reduction by premium in 2022 – **Beazley**
- KYND SIGNALS independently proven to identify proposed insureds that are 3x more likely to suffer a cyber incident - **Global Specialty Insurer (April 2023)**
- Reduced cyber events, losses & claims for all clients & pools within the KYND Ready program – **Alliant**



Due to the rapidly evolving nature of cyber threats, underwriting cyber often seems challenging. KYNDs' powerful combination of actionable cyber risk insights and expert advisory services enables Beazley underwriters to quickly and accurately obtain the right information they need to assess the risks and provide the right cover and solutions to protect businesses from cybercrime.

Paul Bantick, Global Head of Cyber and Tech / Beazley

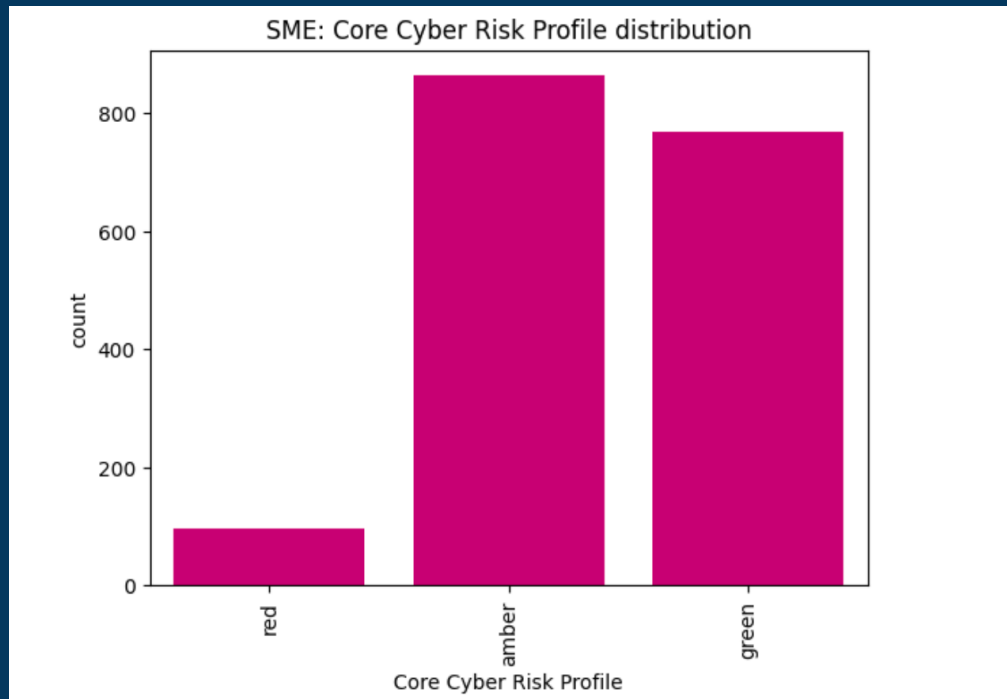


In the hardest of hard cyber markets through 2021 and 2022 we have had a 100% success rate in securing clients the cyber insurance they need after they have been enrolled into the KYND Ready service.

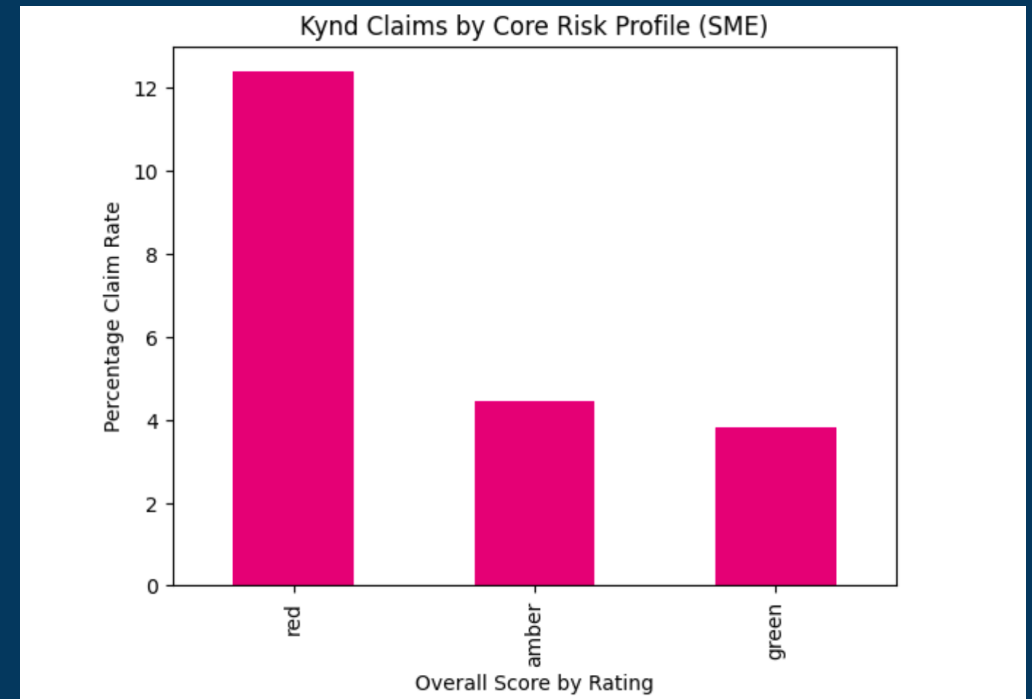
David Rees, Executive Director and Head of UK Cyber / Howden

KYND's risk analysis is proven to correlate to cyber losses

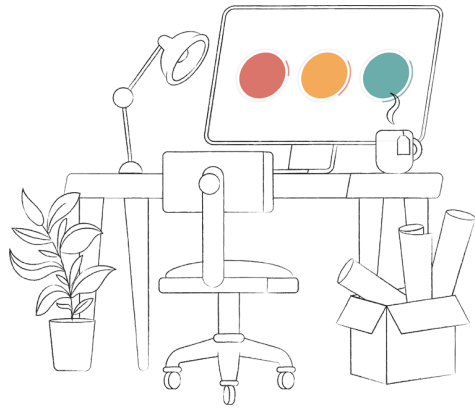
- KYND core **RED** profiles were 3x more likely to have suffered a loss
- Found to be predictive of claims over the prior 12 months for a sample portfolio.



Distribution of Red, Amber and Green Risk ratings within sample set.
Approx 5% of the sample were rated a core RED by KYND



Claims distribution by risk rating within sample set.
KYND core RED profiles were 3x more likely to have suffered a loss

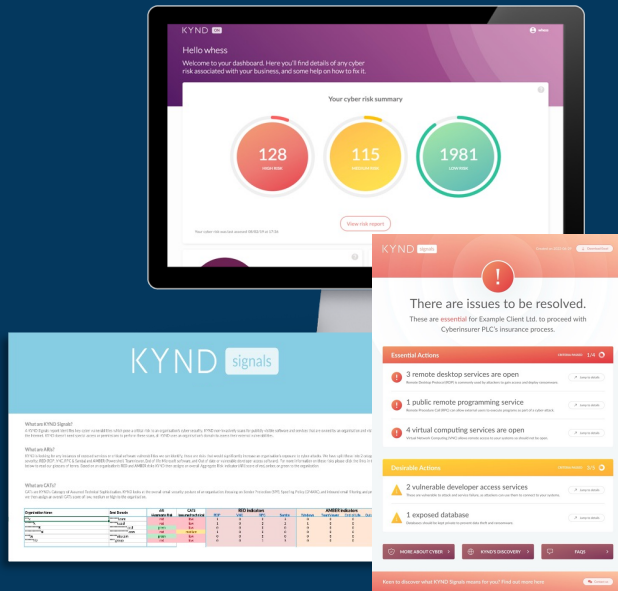


ACWA Cyber Resilience in 2024 and beyond...

KYND

READY - ACWA PARTNERSHIP

Future Proofing your Cyber Resilience, Insurability & Underwriting Performance in 2024 and Beyond 🚀



Cyber Risk Control Service

- Tools for members to manage their own risk
- On-going, continuous risk management - external and internal risks
- Real-time support via dedicated email and chat



Extension of ACWA's risk management practice

- Empower Risk Managers with support, data, education
- Regular check-ins & prioritized actions each month

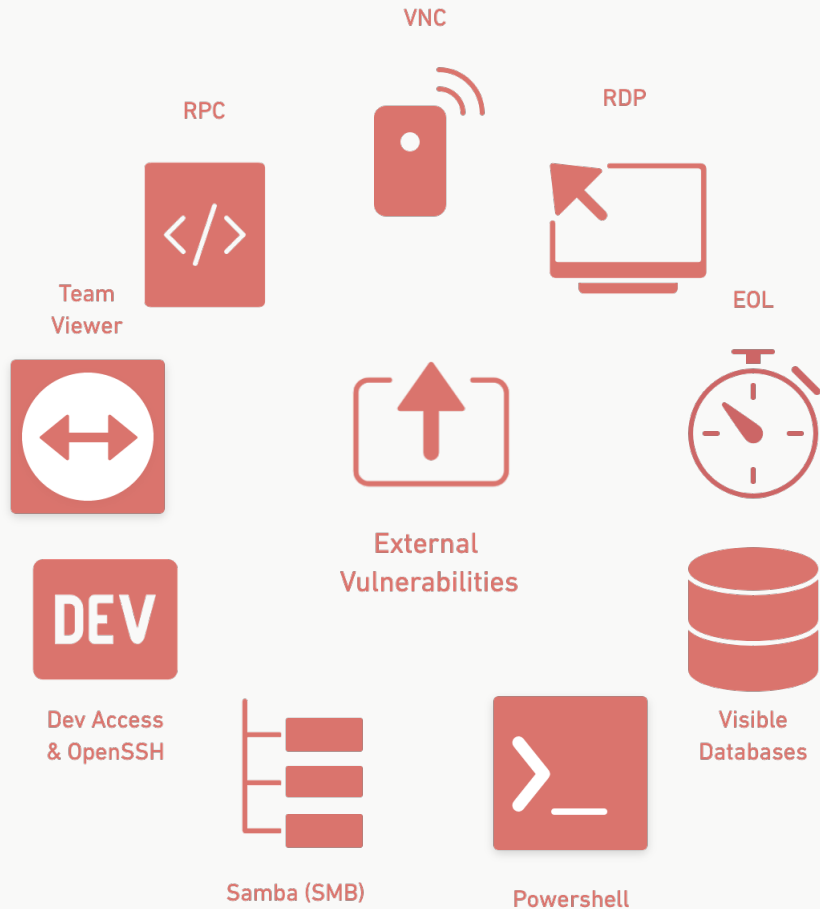


Underwriting performance and control

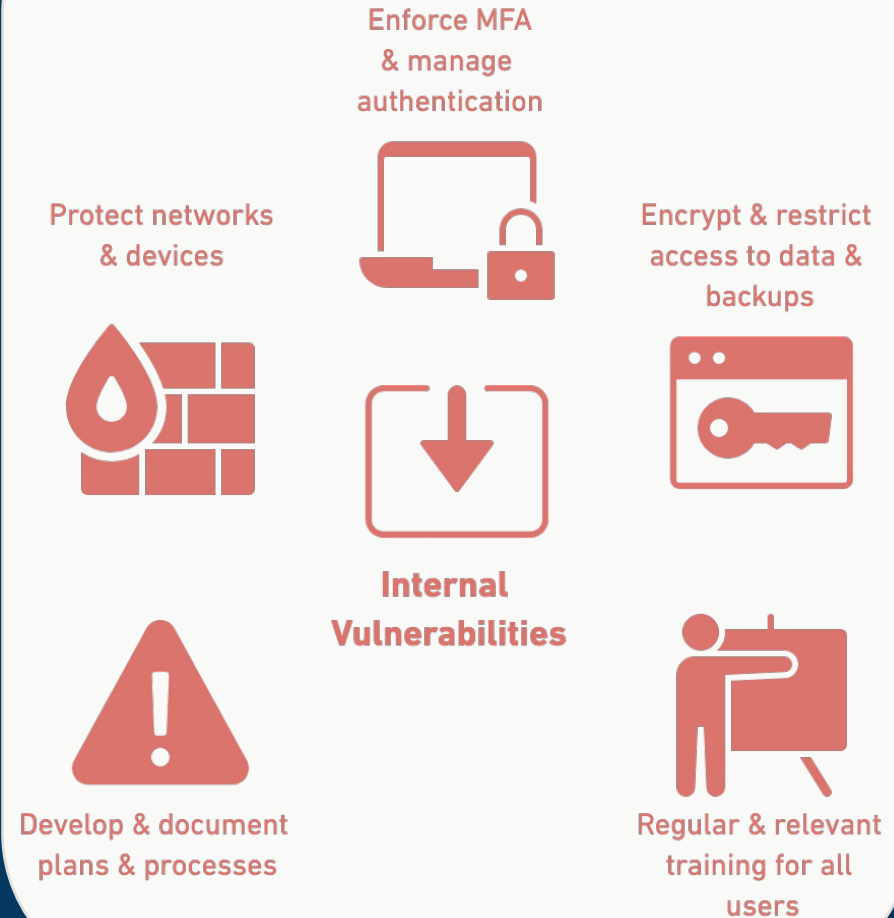
- Visibility of pool's cyber exposure at any given time (in-house date)
- Understand 'themes of deficiencies' – inform cyber strategy
- Prioritised signals that enable more informed insurance decisions, T&Cs etc
- Track individual members' cyber posture between renewals.

KYND – helps members achieve long-term improvements in...

EXTERNAL VULNERABILITIES



INTERNAL POSTURE





What does the
service look like?

REPORT

KYND Signals Portfolio Analysis

Delivered to the authority each month...

Continual 'Top Down' tracking...

A KYND Signals Portfolio Report will show the authority member by member where the vulnerabilities lie each month.

Most 'at-risk' members:

Enables, data-driven risk-based conversations without unnecessary scoring.



KYND

signals

ACWA

What are KYND Signals?

A KYND Signals report identifies key cyber vulnerabilities which pose a critical risk to an organisation's cyber security. KYND non-invasively scans for publicly visible software and services that are owned by an organisation and visible on the Internet. KYND doesn't need special access or permissions to perform these scans, all KYND uses an organisation's domain to assess their external vulnerabilities.

What are ARIs?

KYND is looking for any instances of exposed services or critical software vulnerabilities we can identify, these are risks that would significantly increase an organisation's exposure to cyber-attacks. We have split these into 2 categories of severity; RED (RDP, VNC, RPC & Samba) and AMBER (Powershell, Teamviewer, End of life Microsoft software, and Out of date or vulnerable developer access software). For more information on these risks please click the links in the table below to read our glossary of terms. Based on an organisation's RED and AMBER risks KYND then assigns an overall Aggregate Risk Indicator (ARI) score of red, amber, or green to the organisation.

What are CATs?

CATs are KYND's Category of Assumed Technical Sophistication. KYND looks at the overall email security posture of an organisation, focusing on Sender Protection (SPF), Spoofing Policy (DMARC), and inbound email filtering and protection, we then assign an overall CATs score of low, medium or high to the organisation.

Organisation Name	Seed Domain	ARI (Aggregate Risk)	CATS (assumed technical)	RED indicators				AMBER indicators			
				RDP	VNC	RPC	Samba	Windows	Teamviewer	End of Life	Out of date or
****x	*****i.com	red	low	1	0	0	3	0	0	0	0
*****k	*****k.co.il	red	low	1	0	2	2	1	0	0	0
*****R	*****.co.il	green	low	0	0	0	0	0	0	0	0
*****al	*****.com	red	medium	1	0	0	0	0	0	0	5
****bs	****abs.com	green	low	0	0	0	0	0	0	0	0
*****rtz	****.group	red	low	0	0	1	3	0	0	0	16

****	(A) Dev_access	*****	*****	*****	162.241.61.125	22	Unified Layer	developer_access	OpenSSH	7.4	02/02/2021	12:28
****	(A) Dev_access	*****	*****	*****	162.241.61.125	2222	Unified Layer	developer_access	OpenSSH	7.4	02/02/2021	12:28
****	(A) Dev_access	*****	*****	*****	138.197.103.178	22	Digital Ocean	developer_access	OpenSSH	7.6p1 Ubuntu-4	02/02/2021	12:29
****	(A) Dev_access	*****	*****	*****	64.91.247.51	22	Liquid Web, L.L.C	developer_access	OpenSSH	6.6.1p1 Ubuntu-2ubuntu2	02/02/2021	12:29

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REPORT

KYND Signals Report

Delivered to all 'Red' Members each month...

Optimum results

for IT managers to simply see and manage the exposure most pressing to the insurance process.

Aligned with the vulnerabilities

that drive losses and claims. Simple presentation of risk with 'real-time' support.

The screenshot displays the KYND Signals Report interface. At the top, it says "KYND signals" and "Created on 2022-06-29". A large red exclamation mark icon is prominent. The main heading reads "There are issues to be resolved. These are essential for Example Client Ltd. to proceed with Cyberinsurer PLC's insurance process." Below this, there are two sections: "Essential Actions" (Criteria Passed: 1/4) and "Desirable Actions" (Criteria Passed: 3/5). The Essential Actions section lists: 3 remote desktop services are open, 1 public remote programming service, and 4 virtual computing services are open. The Desirable Actions section lists: 2 vulnerable developer access services and 1 exposed database. To the right, there are detailed views for "Remote desktop services are open" and "Public remote programming service", each including a "How do I address this issue?" section and a table of IP, Port, Host, and Registrant information. At the bottom, there are navigation links for "MORE ABOUT CYBER", "KYND'S DISCOVERY", and "FAQS", along with a "Contact us" button and a "Chat with KYND" button.

IP:	PORT:	HOST:	REGISTRANT:
34.102.136.180	5900	Google LLC	hostmaster@exampleclient.com
34.102.136.180	5900	Google LLC	hostmaster@exampleclient.com
67.199.248.12	5900	Google LLC	hostmaster@exampleclient.com
67.199.248.13	5900	Google LLC	hostmaster@exampleclient.com

IP:	PORT:	HOST:	REGISTRANT:
34.102.136.180	3389	Google LLC	hostmaster@exampleclient.com
67.199.248.12	3389	Google LLC	hostmaster@exampleclient.com
67.199.248.13	3389	Google LLC	hostmaster@exampleclient.com

IP:	PORT:	HOST:	REGISTRANT:
exampleclient.me	135	Google LLC	hostmaster@exampleclient.com

Chat with KYND



CONTINUOUS MONITORING KYND ON

For each member...



KYND ON includes every cyber risk we can see from the outside of a member's infrastructure.

This is then delivered in a continuous monitoring fashion – alerting members of the cyber risks that could affect them all via the members' own KYND ON dashboard.

Supports regular interaction & remediation – members can track their progress and log in and interact with their risk profile at any time.

Data Breach Monitors – alerts to the leak or theft of the customer, employee or supplier data you hold.

How does the KYND ON analysis work?

KYND only needs the name of one website registered by the member to produce this full cyber risk assessment.

As part of the analysis, KYND assesses the risk factors across domain registration and email security and services, by using a simple traffic light system.

KYND's analysis is entirely non-invasive and requires no special access or involvement by the organization itself.

SERVICES

Our Cyber Services

The KYND Ready program includes several product and service components available to you to strengthen your cyber security posture.



KYND ON

Continuous Cyber Risk Management



KYND Signals Report

A report that outlines Insurance specific Risk



KYND Ready Call

1-2-1 call with a cyber risk expert to review your internal processes and ask questions.



Dedicated support

A specific email address and chat support to support members



Helping ACWA and its members identify and respond to new cyber vulnerabilities that hit the headlines MOVEit, Log4Shell...



One-off analysis and continuous monitoring

For a members exposure to vulnerabilities listed and actively updated in the CISA Catalogue.



Precise notifications

KYND performs direct scans confirming specific exposure where it exists; accurate indications of susceptibility rather than speculation.



Rapid Response

New zero days added to the ACWA data feeds within 24 hours of a new vulnerability being published.



CISA Known Exploited Vulnerabilities Catalogue

In November 2021 CISA began to publish a catalogue of the most critical and actively exploited cyber security vulnerabilities and issued a binding operational directive ordering US federal agencies to address them within specific timeframes and deadlines

This catalogue is constantly updated and although not binding on non-federal agencies it provides a clear benchmark of best practice for every business.



Goals and Targets

KYND Ready

ACWA & KYND

Future Proofing your Cyber Resilience, Insurability & Underwriting Performance in 2024 and Beyond 🚀

- 🎯 Reduction in external risks across members and then maintained.
- 🎯 Engagement – Raising digital risk to a key priority for members and the need to change the culture around cyber – simple, achievable actions that drive members' own risk governance.
- 🎯 Enhance support for members around cyber insurance applications – keep the pool ahead of more stringent underwriting requirements.
- 🎯 Resource Allocation: Track '*themes of deficiencies*' in an ongoing manner – real-time data for ACWA to base cyber-related sprints and extra support (MFA, backups etc).
- 🎯 Support ACWA in response to this rise in ransomware and softer insurance conditions – future-proof insurance process.

The logo consists of the word "KYND" in a white, uppercase, sans-serif font, centered within a red rounded rectangle that has a thin white border.

KYND

Thank You
Q&A

KYND

KYND Ready & Cyber Services

Commercial in confidence

Thank You!

If you have any questions or would like additional information please contact:

Ben Duffy, KYND

VP, Head Of North America

e: bduffy@kind.io

t: US: +1 9097675424 UK: +44 (0) 77366 50 735

KYND



RISK & INSURANCE IN THE WILDLAND-URBAN INTERFACE

*ALEX TOKAR, FRANK FRIEVALT, JENNIFER JOBE, KEVIN
PHILLIPS AND ADRIENNE BEATTY.*

ACWA JPIA

WUI Property Mitigation Strategy: Transferable Concepts to Infrastructure

FRANK FRIEVALT, DIRECTOR

11/28/2023



CAL POLY

WUI Fire Institute

COLLEGE OF AGRICULTURE, FOOD
& ENVIRONMENTAL SCIENCES

An Informal “WUI We” Working Together on a Path Forward:

- ❑ Systematic alignment of multiple stakeholders
- ❑ Taking coordinated and effective action to disrupt fire pathways in the WUI
- ❑ Facilitating visibility of effective resilience actions by WUI communities



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& ENVIRONMENTAL SCIENCES

NIST

NATIONAL INSTITUTE OF
STANDARDS AND TECHNOLOGY
U.S. DEPARTMENT OF COMMERCE



GORDON AND BETTY
MOORE
FOUNDATION



Colorado
State
University



**WESTERN
FIRE CHIEFS
ASSOCIATION**



Milliman

Water Agencies & WUI Communities: Common Threats & Shared Consequences

- Environmental
 - Proximity Exposure, Surface Water, Ground Water
- Economic
 - Infrastructure, Risk Transfer, Property Tax, User Fees, GO Bond Ratings, Surge Pricing

Why Now?

- Significant Increase in Fuel Loading
- More Development in Fire Dependent Landscapes
- Increasing Vapor Pressure Deficit

A)



B)



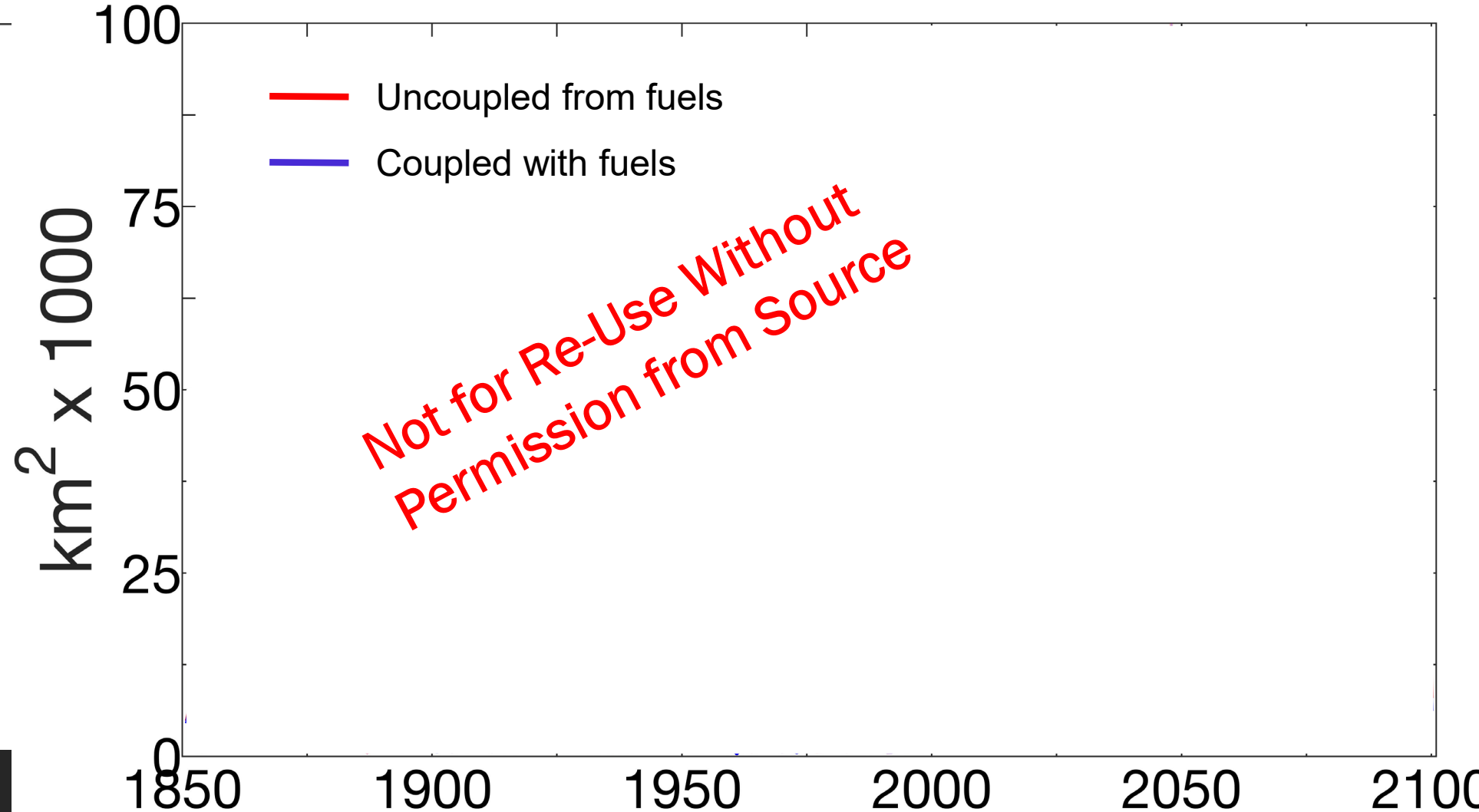
Photographs of Yosemite Valley in California from 1892 (**A**) and 2011 (**B**) show denser forest and shrub growth. Source for A: <https://www.usgs.gov/news/yosemite-science> , Photo B by Gabrielle Boisrame

Source: <https://fireecology.springeropen.com/articles/10.1186/s42408-022-00129-4/figures/9>



The Future is Frightening

Forest area burned
(Middle of the road
emissions scenario)



Source: Williams,
Hansen, et al. In Prep.

Disconnect in Understanding Wildfire Risk

- The “Smiths” and a “Tale of Two Inspections”
- Why legacy data and systems won’t work
- We Cannot Suppress, Regulate, or Price Our Way Out of the WUI Conundrum

Coordinated

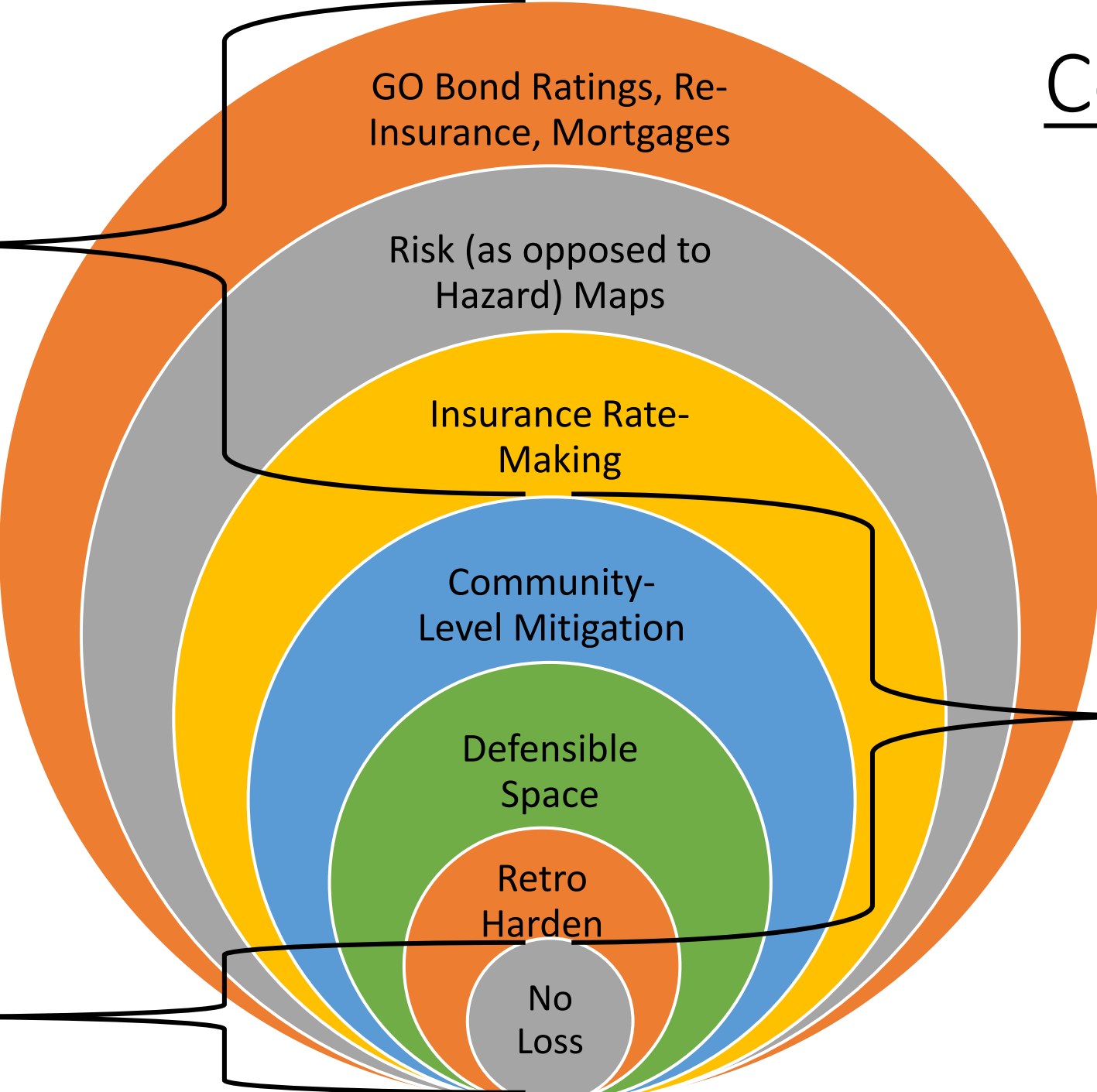
Policy:

The WUI issue viewed as a Nested Policy Construct

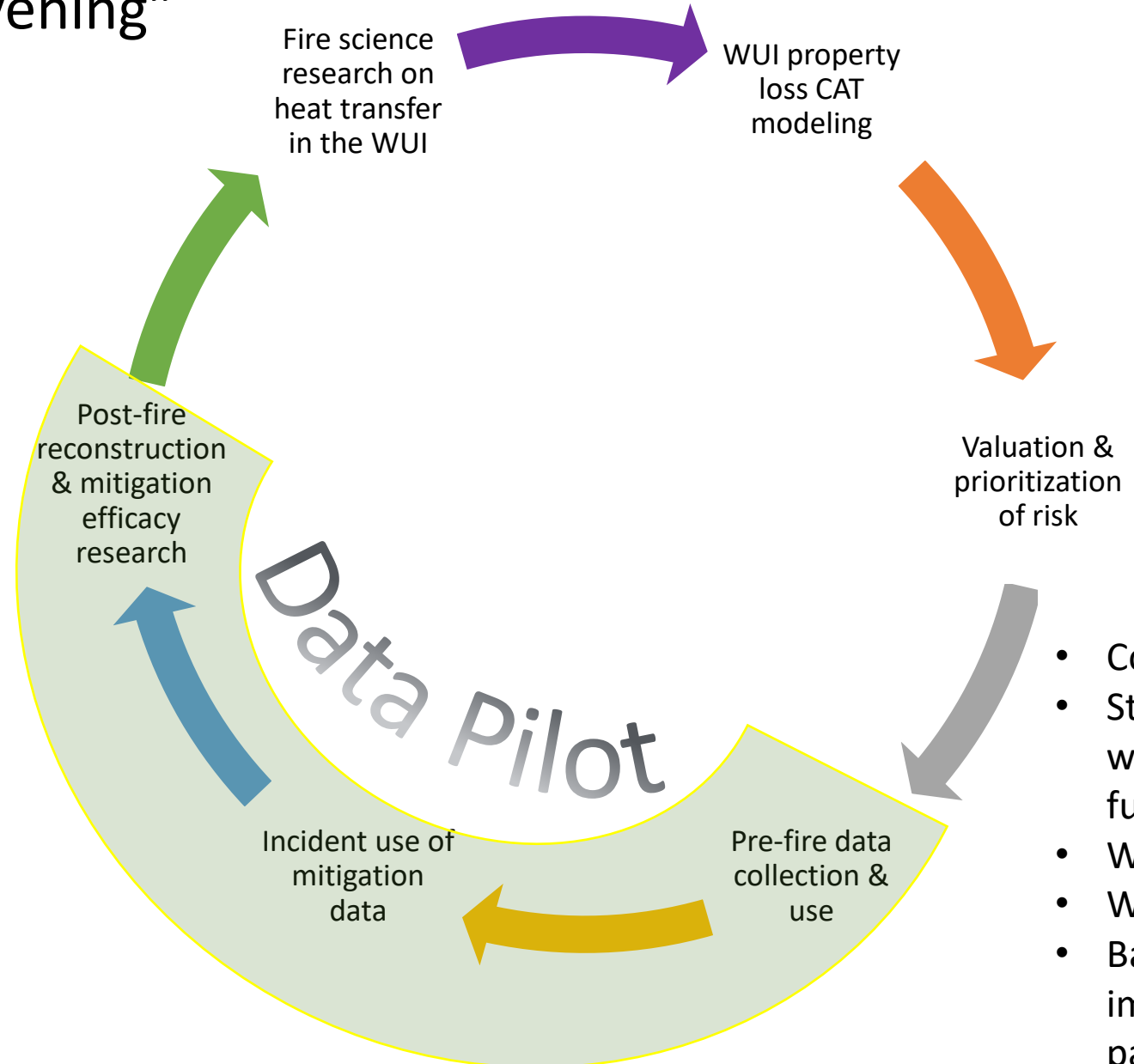
Risk Policy Focus

Mitigation Policy Focus

Policy Outcome Focus



Ideal State for Sustained WUI Mitigation from "The Convening"



Five Enabling Tasks:

- Core set of "mitigations-that-matter"
- Structure to structure spread modeling with structures as a new and distinct fuel type
- WUI Response rating
- WUI data commons
- Barriers to social support for implementation and maintenance of parcel level mitigations

Mitigations-That-Matter; Parcel-Level



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WILDFIRE PREPARED HOME - BUILDING FEATURES

- ✓ Install ember- & flame-resistant vents
- ✓ Ensure 6-inch vertical noncombustible clearance at base of wall

WILDFIRE PREPARED HOME - ROOF

- ✓ Choose a Class A fire-rated roof maintained clear of debris
- ✓ Choose noncombustible gutters & downspouts

WILDFIRE PREPARED HOME + PLUS

ADDITIONAL MITIGATION

- ✓ Remove back-to-back fencing
- ✓ Eliminate combustible siding
- ✓ Enclose eaves
- ✓ Enclose under bay windows
- ✓ Upgrade to a wildfire-resistant deck
- ✓ Upgrade windows & doors
- ✓ Cover gutters
- ✓ Move outbuildings at least 30 feet away

WILDFIRE PREPARED HOME - DEFENSIBLE SPACE

- ✓ Create & maintain the home ignition zone (0-5 ft) including the removal of branches that overhang this area
- ✓ Clear & maintain the underdeck area; enclose low-elevation decks
- ✓ Maintain yard clear of debris
- ✓ Replace combustible fencing within 5 ft of the home

**WILDFIRE
PREPARED**
— A PROGRAM OF IBHS —

Structure-to-Structure Spread Modeling



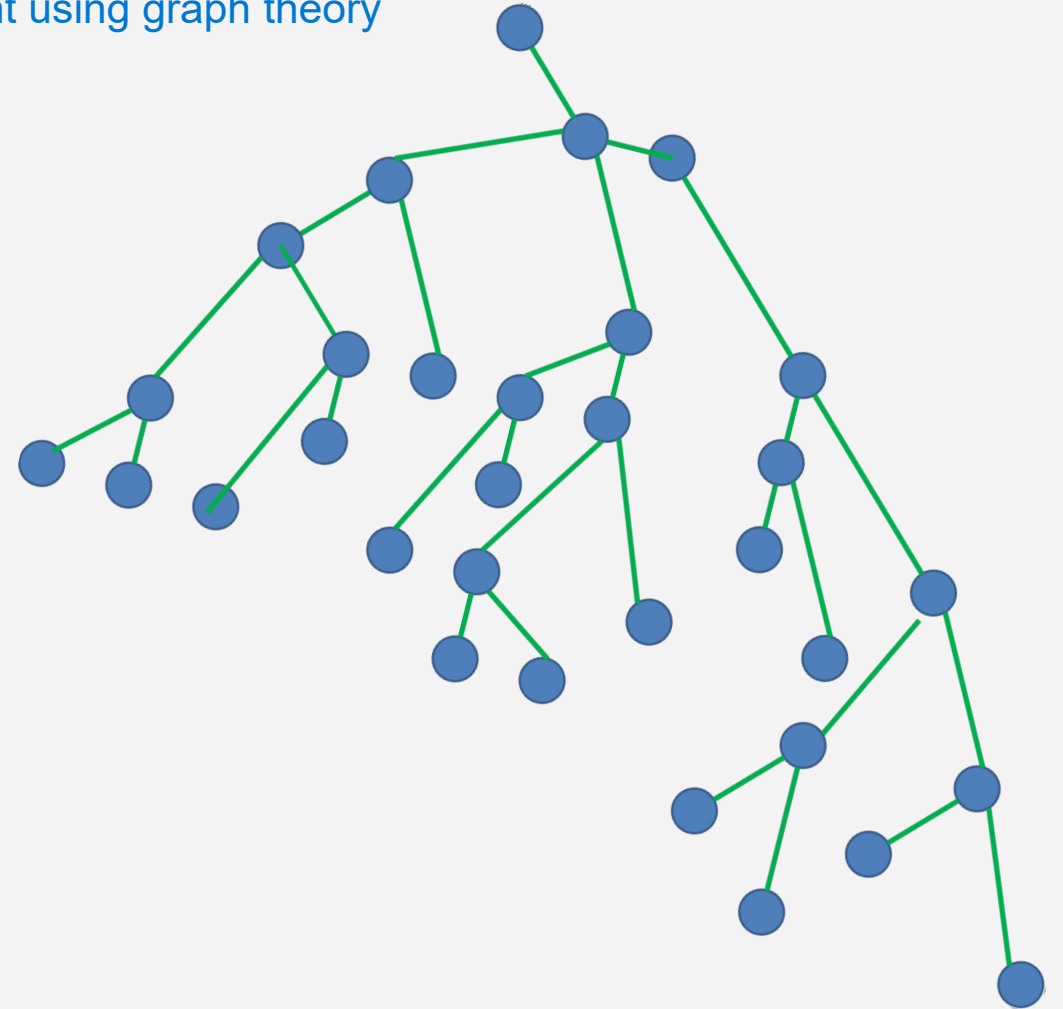
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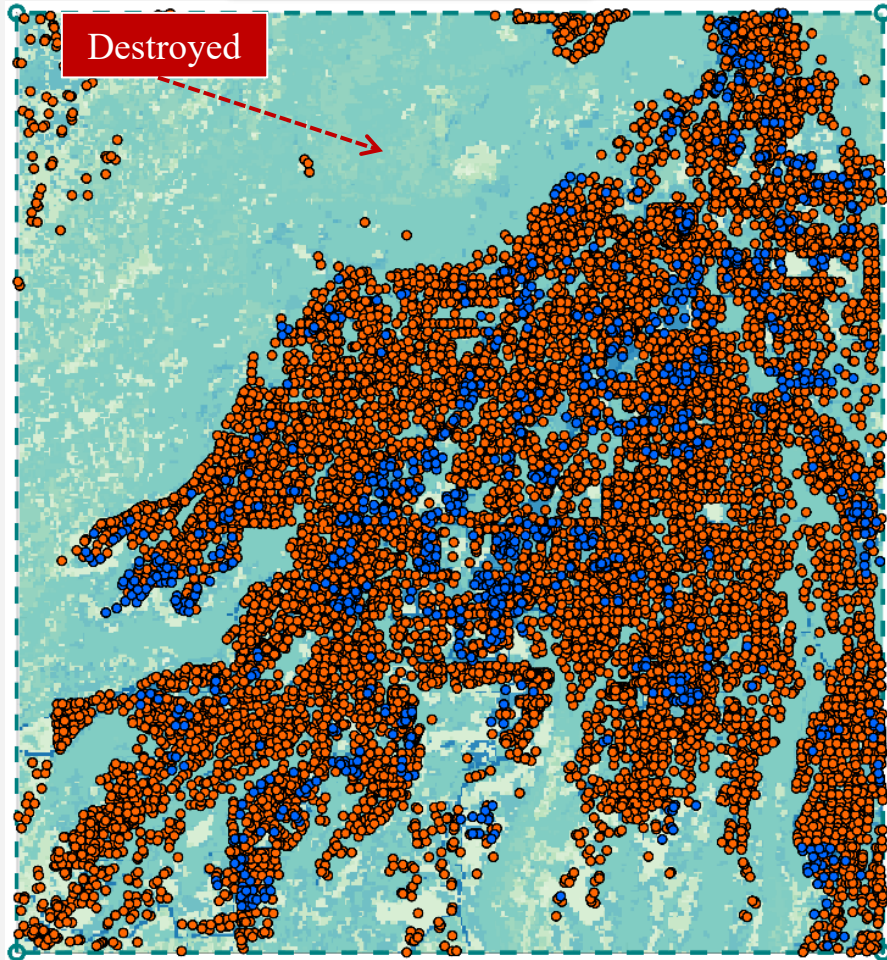
Fire spread modeling in the built environment

Understand structure to structure spread within the built environment using graph theory



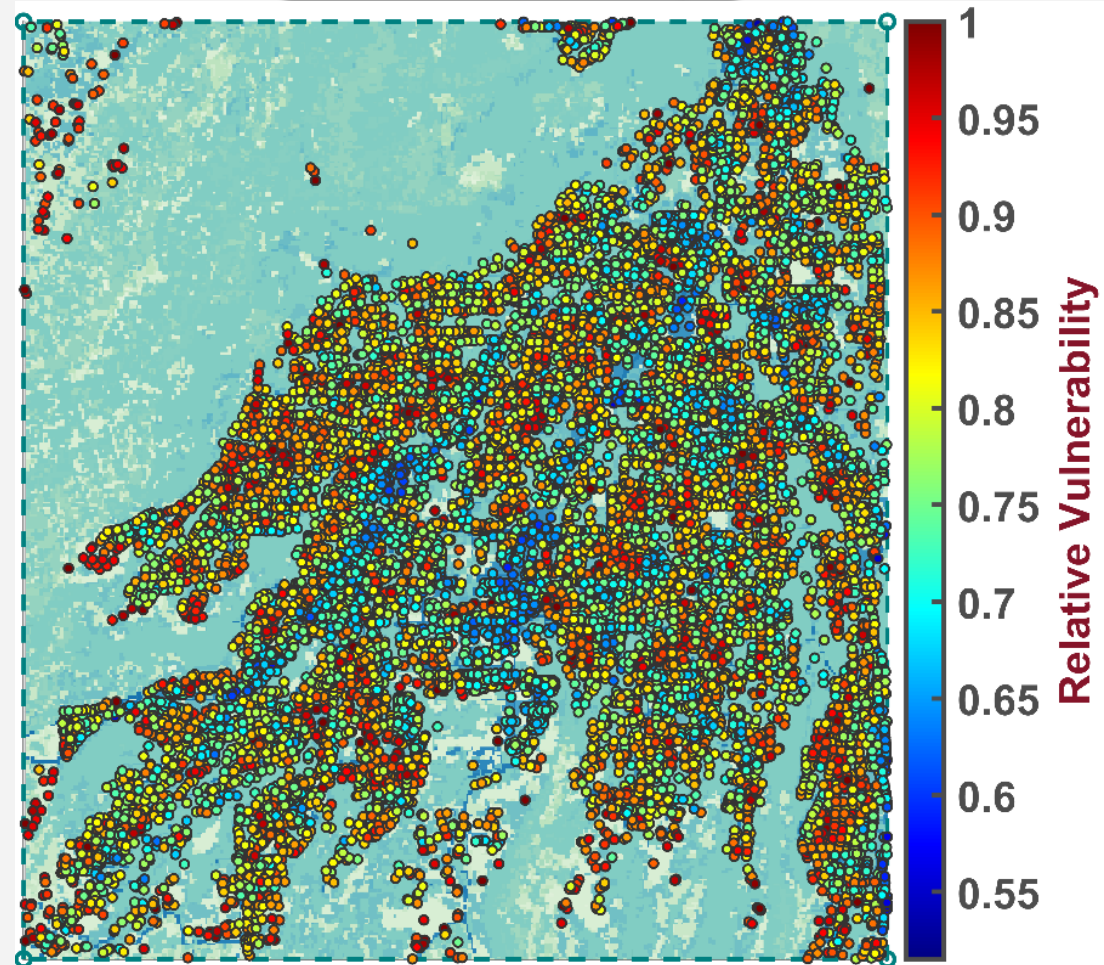
Damage Assessment – 2018 Camp Fire

Observed Damage



● Survived ● Destroyed

Relative Vulnerability



WUI Response Rating

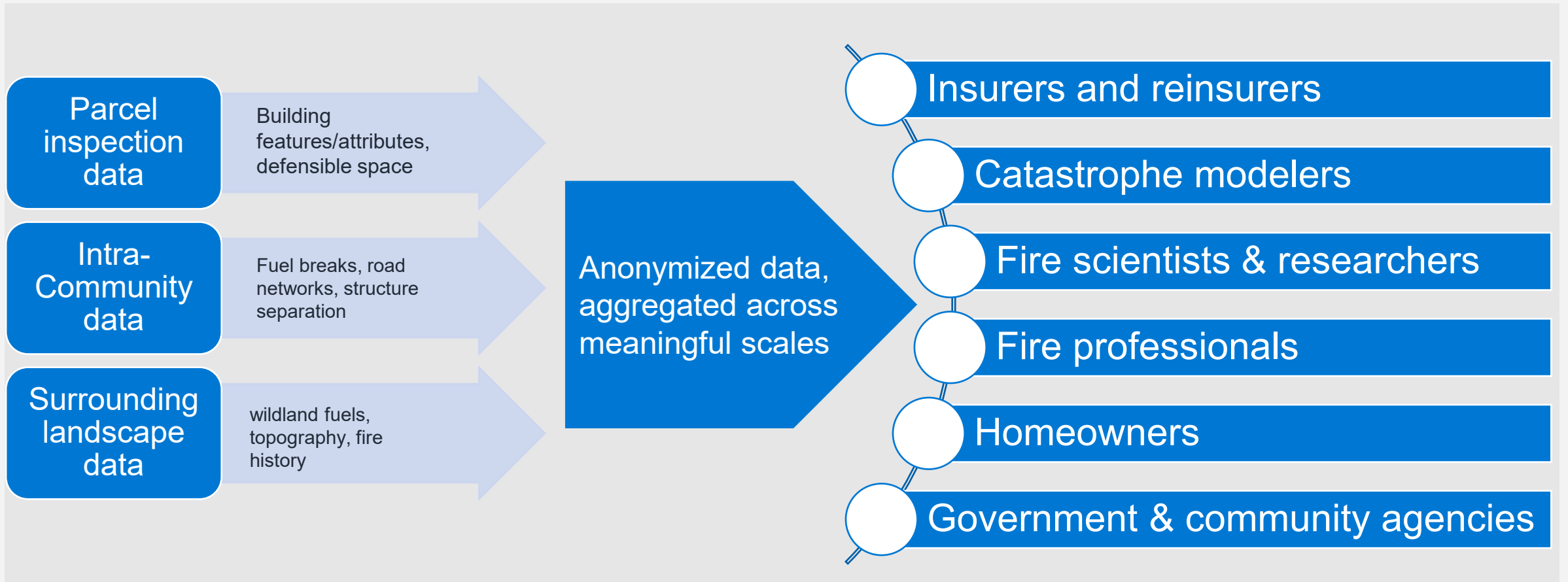
WUI Response Rating; Capability & Availability by Type - Simplified

Resource Categories & Type	Capability			Capacity		
	Vegetation to Vegetation	Vegetation to Structure	Structure to Structure	Vegetation to Vegetation	Vegetation to Structure	Structure to Structure
Rolling Stock	.5	1	1.5	2	4	6
Hand Crews	1.5	.7	0	6	2	0
Aircraft	3	2	0	1	0	0
Agency Aid Agreement Type Factor	Recognizes the (in)efficiencies of coordination among resource types when single, several, or numerous agencies are responding together.					

WUI Data Commons

Wildfire Open Data Commons

Provides all stakeholders well-rounded views of risk



Social Barriers to Implementation & Maintenance of Parcel & Community Mitigations at Scale

OPINION RESEARCH & STRATEGY

SYNTHESIZING PUBLIC OPINION TO HELP ACHIEVE YOUR GOALS

[> LEARN MORE](#)

Who We Help

We help organizations win political campaigns; understand public perceptions of policy ideas; provide better services; change public behaviors; and improve brand recognition.

Areas of Expertise

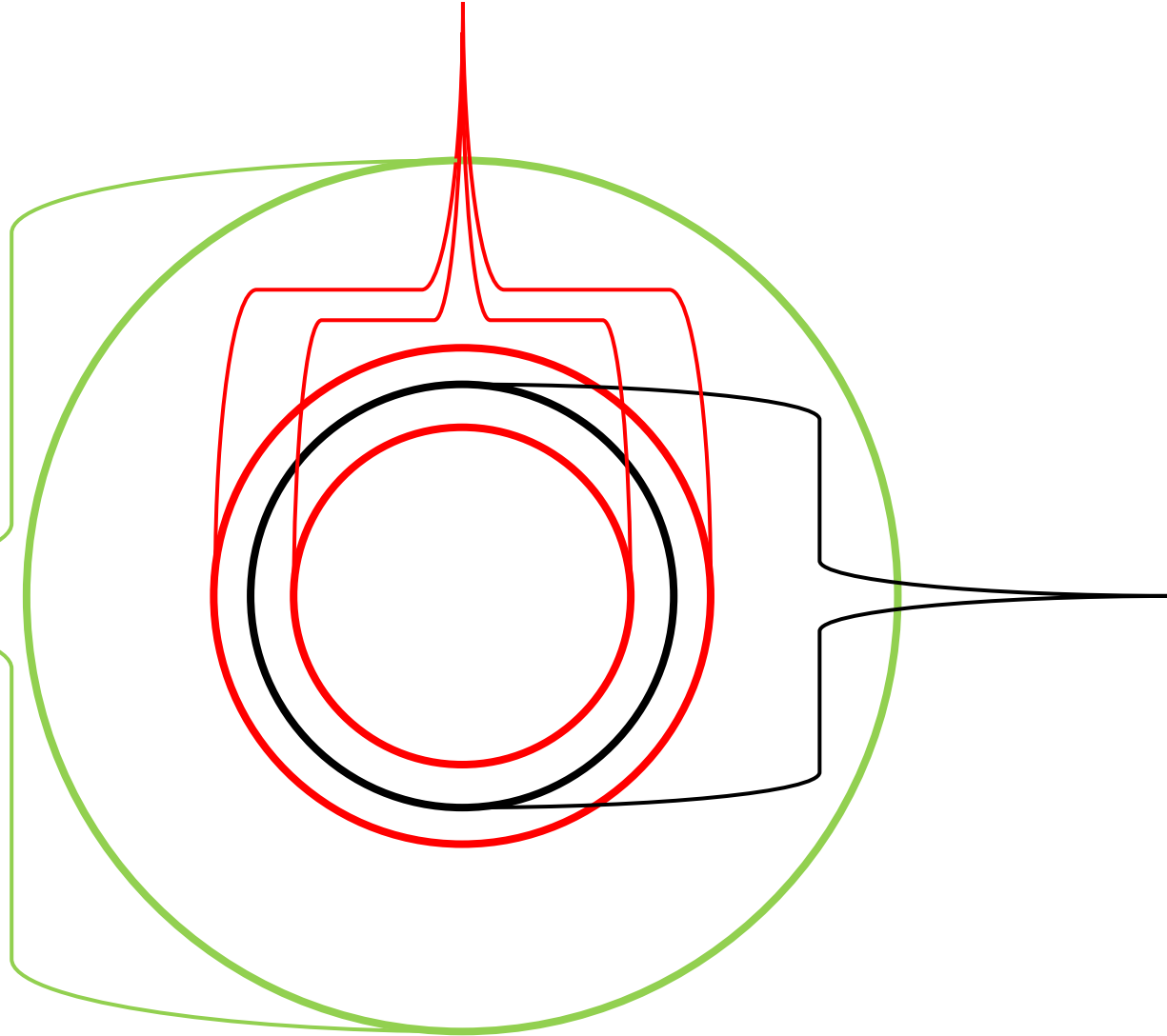
FM3 has developed expertise in a wide variety of issue areas, including ballot measure and candidate campaigns; local government; environmental protection; transportation; and numerous others.

Research Tools

We are experts in proven and emerging quantitative and qualitative research techniques, including telephone and online surveys; in-person focus groups; online discussion boards; ad testing; and many more.

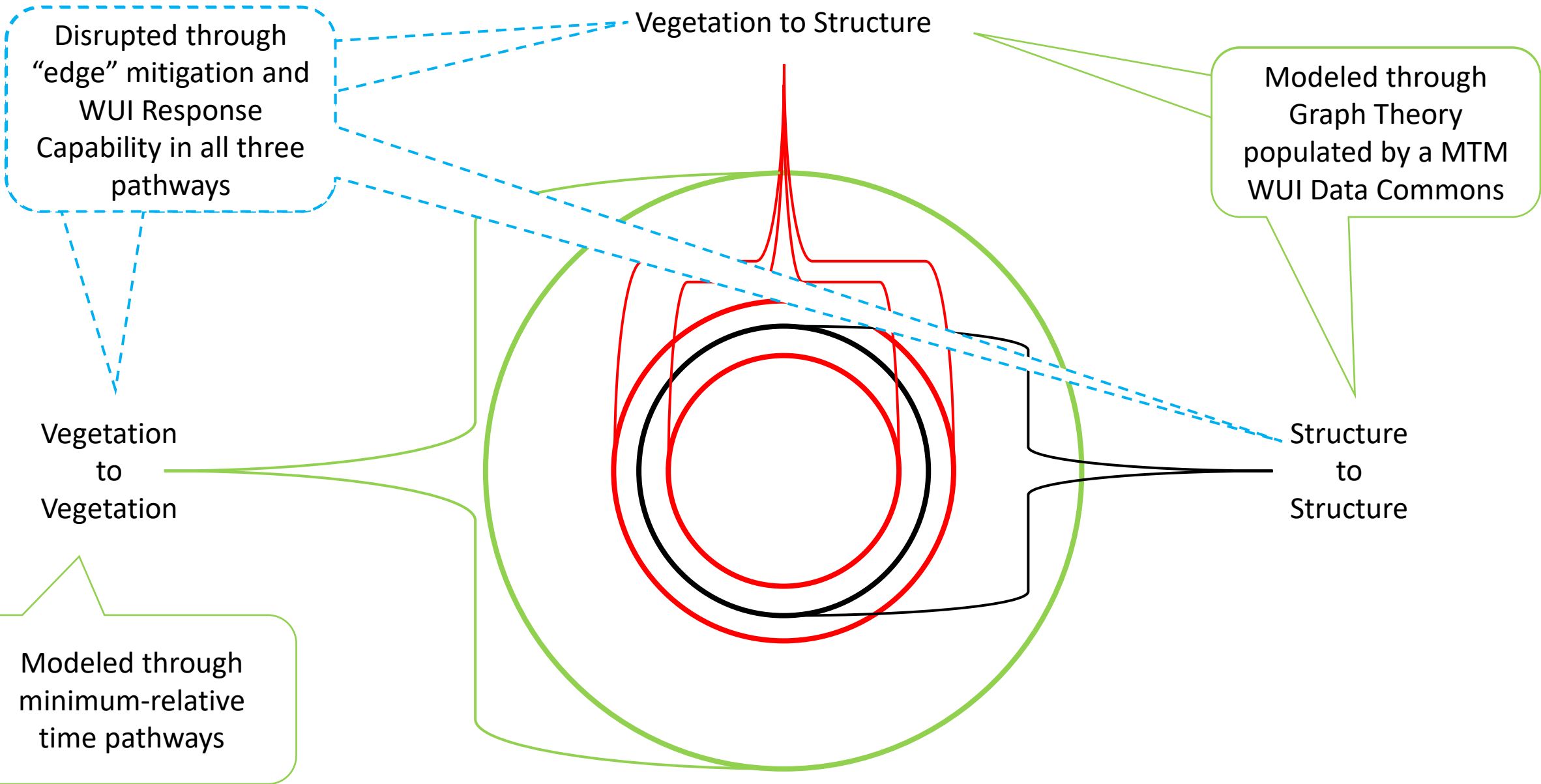
“Interface” = band within 100’ of WUI Community boundary to 2nd layer of structures with SSD < 70’

“Most Probable Fire Pathway SOI” = 1/2 to 1/4 mile of interface in vegetation landscapes capable of carrying fire.



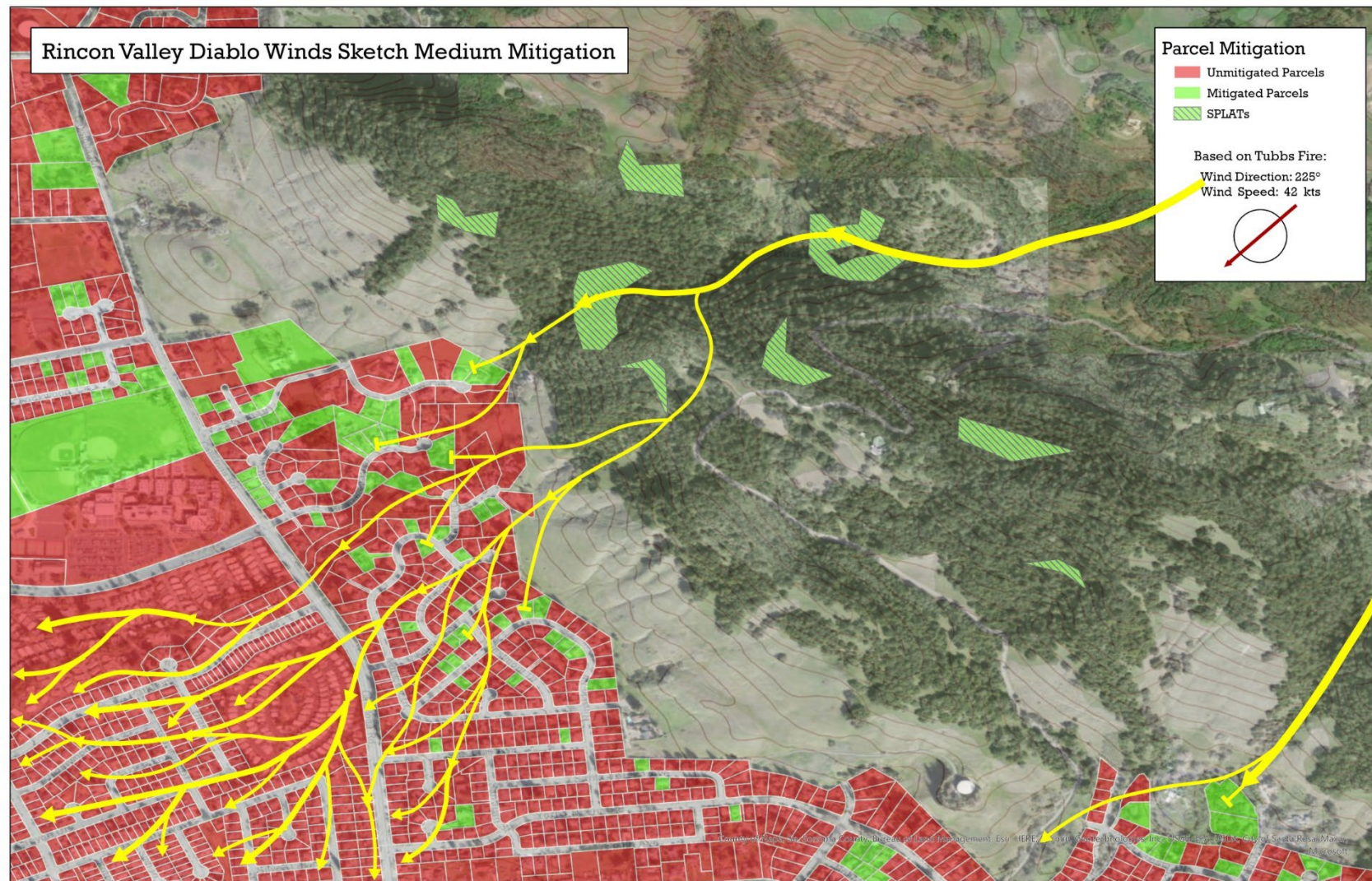
“WUI Community” = ≥ 100 structures where 50% or more have SSD < 70’

WUI Fire Pathway Taxonomy



WUI Fire Pathway Disruption

Fire pathways into community



“Cliffs Notes”

Who

What

When

Where

How

In Closing....

- We're at the end of the beginning; time to stop admiring the problem and start solving it.
- Environmental and economic calamities have arrived without our permission; move with appropriate urgency.
- Water agencies and WUI Communities share common threats and consequences.