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**From:** Vincenzo Iozzo [REDACTED]  
**Sent:** Wednesday, January 31, 2018 10:02 AM  
**To:** jeevacation@gmail.com  
**Subject:** IIs contact/materials

Hello hello,

How are you? What's new?

I haven't seen you in a while so brief update: sold my company to a company crowdstrike and now I'm there for a bit. Meanwhile I'm thinking about what to do next and I'm looking again at insurance linked securities partially because I met somebody from one of the big reinsurers and they are apparently desperate for solutions in cyber. As an example, this crypto firm got acquired for 200m+ in less than a year: <https://www.guidewire.com/about-us/news-and-events/press-releases/20171006/guidewire-acquire-cyence> <<https://www.guidewire.com/about-us/news-and-events/press-releases/20171006/guidewire-acquire-cyence>>

So anyway, it seems like credit suisse and bnymellon are both testing the waters;

[https://www.bnymellon.com/emea/en/\\_locale-assets/pdf/our-thinking/insurance-linked-securities-cyber-risk-insurers-and-the-capital-markets.pdf](https://www.bnymellon.com/emea/en/_locale-assets/pdf/our-thinking/insurance-linked-securities-cyber-risk-insurers-and-the-capital-markets.pdf) <[https://www.bnymellon.com/emea/en/\\_locale-assets/pdf/our-thinking/insurance-linked-securities-cyber-risk-insurers-and-the-capital-markets.pdf](https://www.bnymellon.com/emea/en/_locale-assets/pdf/our-thinking/insurance-linked-securities-cyber-risk-insurers-and-the-capital-markets.pdf)>

<https://www.credit-suisse.com/media/assets/asset-management/docs/articles/trends-institutional-monthly-global-31052016-ch-en.pdf> <<https://www.credit-suisse.com/media/assets/asset-management/docs/articles/trends-institutional-monthly-global-31052016-ch-en.pdf>> </ont>

Do you happen to know anybody there (or even not there but that understands these instruments) that I can talk to?

Thank you!

Sent from my iPhone

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