

## Eye on security

# What will the changes mean to you?



## Gain competitive advantage with improved security and reduced cost of ownership.

The introduction of destructive attack testing in Belgium and Thatcham standards in Sweden are just some of the important changes that will affect the design of immobilisers, alarm and security systems sold in these markets.

The key question is 'how can you **benefit** from the changes?'

Forming part of their Global Insurance and Theft Trends suite of research, SBD has released reports of the **Car theft and insurance requirements** for both **Belgium** and **Sweden** to help you answer that question.

If you are a vehicle manufacturer or supplier involved in the Belgian or Swedish markets, these reports are essential reading.



### These two new SBD reports will help you to:

- **Save time** by providing a clear and concise guide to help you understand the complicated specifications
- **Recognise** the security features that will obtain the best insurance rating
- **Understand** how to gain approval to the new standards
- **Develop** a strategy where lower cost of ownership sets you apart from the competition

For additional information or to order these reports, please contact Juanita Appleby by e-mail: [jappleby@sbd.co.uk](mailto:jappleby@sbd.co.uk). or telephone: +44 (0)1908 305101.



## Belgium start attack testing. Sweden adopt Thatcham.

### ...the driving force in automotive technology

Despite car thefts in Western Europe declining considerably, insurers have not seen a corresponding reduction in the cost of claims. Due to an increased proportion of thefts by organised criminal networks of high-value, newer vehicles, only a small proportion are subsequently recovered. This has led insurers in some countries to refine their criteria for vehicle security systems and continue rewarding effective security with insurance benefits.

These two new reports from SBD explain in detail how insurers in Belgium and Sweden have recently updated their criteria for vehicle security. Vital information about the new approval processes and how vehicle security can affect cost of ownership is presented; allowing vehicle manufacturers and security system suppliers to keep up-to-date with developments in these two markets.

In Belgium, requirements for vehicle security were formerly written by the insurance association, Assuralia. However, since March 2008 these have been superseded by new criteria from the Belgian Electro-technical Committee as part of a restructuring of the certification process. One of the most significant changes is that attack testing will now be performed on electronic immobiliser systems.

In Sweden, the insurers have recently adopted the latest version of the Thatcham NVSA (UK vehicle security evaluation criteria) as part of their new insurance rating process. As a result, vehicle security will directly affect cost of ownership for the end-user as vehicles with poor security will receive an increased insurance 'class'. It is predicted that insurance premiums could be increased or decreased by up to around 30% as a result of security fitment.



#### What key questions do the reports answer?

- How does the insurers' perception of tracking systems impact on vehicle manufacturer and supplier strategies?
- How can you gain maximum benefit from the improved insurance and security requirements in these markets?
- How is Sweden applying the Thatcham requirements within the approval process?
- What are the key changes in Belgium?

# TABLE OF CONTENTS

## Car theft and insurance requirements in Belgium

- 1. Executive Summary**
  - 1.1 Introduction
  - 1.2 Main conclusions
  - 1.3 Overview
  - 1.4 Current situation
- 2. Belgium - market overview**
  - 2.1 Market situation
  - 2.2 Car theft data
  - 2.3 Theft reduction strategies
- 3. Insurance systems**
  - 3.1 Insurance association
  - 3.2 Types of insurance offered
  - 3.3 Cost of Ownership
    - 3.3.1 *Insurance premium*
    - 3.3.2 *Benefits for security fitment*
    - 3.3.3 *Damage and reparability*
- 4. Insurance requirements for vehicle security**
  - 4.1 Belgian immobiliser requirements
    - 4.1.1 *Summary of changes from Assuralia immobiliser systems requirements*
  - 4.2 Belgian alarm system requirements
    - 4.2.1 *Summary of changes from Assuralia alarm systems requirement*
  - 4.3 Belgian tracking system requirements
    - 4.3.1 *Summary of changes from Assuralia tracking system requirements*
  - 4.4 Belgian monitoring centre (tracking systems) requirements
- 5. Approval process for vehicle security systems**
  - 5.1 Listing of approval systems
- 6. Future developments**
  - 6.1 General
  - 6.2 Recent update to vehicle tracking requirements

### LIST OF FIGURES

- Fig. 1 Illustration of car theft rates by market
- Fig. 2 New CEB requirements for vehicle security systems
- Fig. 3 Map of Belgium
- Fig. 4 Belgium new car sales trend
- Fig. 5 Share of new car registrations by vehicle manufacturer
- Fig. 6 Passenger car theft trend in Belgium
- Fig. 7 Thefts of / from cars by region
- Fig. 8 Manufacturers with high theft risk in Belgium
- Fig. 9 Car thefts by vehicle manufacturer
- Fig. 10 Reduction of violent car thefts
- Fig. 11 Market share of leading motor insurers
- Fig. 12 Motor insurance structure in Belgium
- Fig. 13 Benefits for security fitment in Belgium
- Fig. 14 Tracking system preferences of leading insurers
- Fig. 15 How CEB requirements replace those of Assuralia
- Fig. 16 Types of vehicle security approved by Belgian insurers
- Fig. 17-23 Summary of CEB requirements & changes

## Car theft and insurance requirements in Sweden

- 1. Executive Summary**
  - 1.1 Introduction
  - 1.2 Main conclusions
  - 1.3 Overview
  - 1.4 Current situation
  - 1.5 Future changes
- 2. Sweden - market overview**
  - 2.1 Market situation
  - 2.2 Car theft data
  - 2.3 Extent of key theft
  - 2.4 Theft reduction strategies
- 3. Insurance systems**
  - 3.1 Insurance association
  - 3.2 Types of insurance offered
  - 3.3 Cost of Ownership
    - 3.3.1 *Insurance premium*
    - 3.3.2 *Benefits for security fitment*
    - 3.3.3 *Damage and reparability*
- 4. Insurance requirements for vehicle security**
- 5. Approval process for vehicle security systems**
  - 5.1 Cost of timing
- 6. Future developments**
  - 6.1 Influence of Swedish insurers within Nordic region

### LIST OF FIGURES

- Fig. 1 Illustration of car theft rates by market
- Fig. 2 Map of Sweden
- Fig. 3 Swedish new car sales trends
- Fig. 4 Share of new car registrations by vehicle manufacturer
- Fig. 5 Most popular passenger car models sold in Sweden
- Fig. 6 Passenger car theft trend in Sweden
- Fig. 7 Car thefts in 2007 by region
- Fig. 8 Car theft risk by year registration
- Fig. 9 Trend in recovery rate of stolen cars
- Fig. 10 Cars stolen and recovered in 2007
- Fig. 11 Car manufacturers with highest theft risk
- Fig. 12 Extent of key theft for newer vehicles
- Fig. 13 Swedish crime statistics
- Fig. 14 Market share of leading motor insurance companies
- Fig. 15 Motor insurance structure in Sweden
- Fig. 16 How vehicle security affects final insurance classification
- Fig. 17 Example of premium benefits for good security
- Fig. 18 Benefits for security fitment in Sweden
- Fig. 19 Target scores for "D", "A", and "E" ratings
- Fig. 20 Summary of points awarded from NVSA
- Fig. 21 NVSR Theft of and Theft from calculation
- Fig. 22 Approval process for Swedish insurance classification

# Don't be penalised for bad security...

## ...about the report author



### Paul Burnley – Security Specialist

Paul Burnley studied at the University of Surrey and gained a degree in Electronic Engineering. In his twelve years of working in the automotive industry, Paul has worked with engine management and smart key systems and is an expert in vehicle communication and tracking systems. Since 2005, Paul has been a chief researcher in European insurance requirements and theft statistics and is a widely regarded as a leading authority on all aspects of the subject.

## Order Form

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€ 1400 (£1100/ \$1750) - Multi-user (PDF)

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- Understand current trends and methods used to steal vehicles
- Learn about the European car parc and sales volumes
- Find out about current and planned security requirements in each country
- Design improved security features to help reduce cost of ownership for your customers



### *European technical requirements*

- Learn about the detailed technical requirements for each country
- Find out about the structure and types of insurance available and understand the insurance approval process
- Identify who to contact and how to gain approval in each country
- Clarify the short, mid and long term changes for requirements

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