

priceforbes

UK & Ireland Commercial Risk Appetite Guide



Providing professional, reliable access
to Lloyd's and the London Market.

Price Forbes' UK & Ireland Commercial Team are experts at finding solutions for challenging risks. We work with clients whose needs fall outside the standard appetite of the composite insurers and local MGAs.

Our mission is to be your dedicated partner and access to the London Insurance Market.



Part of a world class broking group

We are part of the Ardonagh Group. Ardonagh is a top 20 global insurance broker operating in all segments of the non-life market, employing more than 10,000 people. We are perfectly placed to offer a bespoke and personalised service, underpinned by the financial security which comes from belonging to a growing and diversified group.



We put the client at the centre of everything we do

We create personal relationships, with both our clients and our markets. When you deal with us, you will know the people who are involved in your business. The people working on your account will stay with it and develop with it, and will be readily contactable.

We provide full transparency and share our knowledge with our clients. Where appropriate we facilitate meetings between our clients and their underwriters. We focus on classes of business where the London Market can provide expertise and capacity.

Key contacts



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Motor Fleet

Our London Market team has many cumulative years' experience in the motor fleet market.

Whilst we specialise in the larger more challenging risks, we have a number of solutions for mini fleet business for those cases falling outside of online solutions.

We are able to provide a fast and efficient turnaround of risks by accessing our specialist markets, negotiating with underwriters with whom we have developed strong and key relationships, to the benefit of our clients.



Motor fleet

- Commercial vehicles
- Business cars
- HGV and haulage including cement mixers and volumetric batching units
- Courier risks including UK and EU exposure
- Skips, tankers and tippers including UK and EU exposure
- Self-drive hire
- Taxis (used for private and public hire)
- Minibus and coach risks (including stage and express use)
- Hazardous and or dangerous goods
- Crane risks
- Agricultural or special types (as part of a fleet policy)
- Mini fleet business and car and van fleets
- Car transporters and trade plate delivery

Key contact



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Property & Casualty

We use our in-depth knowledge of the market to source coverage to suit your clients' needs. Having one to one discussions with insurers obtains the best results, allowing us to negotiate competitive terms and to better tailor specific coverage.



Property

Target businesses include risks that fall outside provincial insurer or composite market appetite:

- Unoccupied or vacant premises
- Non-standard construction
- High hazard or complex trades
- Distressed risks
- DSS / asylum / Bail hostels
- Detrimental history (convictions, liquidations & insolvency, HSE prosecutions)
- Multi-tenure
- Follow market capacity
- Excess layers

Target sectors include:

- Manufacturing
- Warehouses
- Engineering
- Fabricators
- Retail
- Real estate, office and apartment blocks
- Hotels and leisure
- Recycling and waste
- Food manufacturing and processing

Available coverage include:

- First loss limits
- Terrorism
- Property owners liability





Casualty and construction

Target businesses include risks that fall outside provincial insurer or composite market appetite:

- Construction and contracting trades
- High hazard trades
- Safety critical products
- Medical device suppliers
- Distressed risks
- Detrimental history (convictions, liquidations, HSE prosecutions)
- Larger limits of indemnity
- Excess layers
- US exposures
- Food manufacture
- Waste and recycling

Target sectors include:

- Contractors & construction sector (including builders, demolition, civil engineers, formwork, ground workers, piling, underpinning, scaffolders, roofers and cladders)
- Manufacturers (including aviation, motor, oil & gas components)
- Wholesalers
- Fabricators
- Life science suppliers
- Offshore & marine work
- Engineers (including airside, rail & marine)
- General high-risk trades (including foundries, stevedores, slaughter houses and steeplejacks)

Available coverages can include:

- Employers liability, public liability, products liability
- Property & landowners owners liability
- Excess of loss liability
- Non-negligent liability (6.5.1)
- Environmental impairment liability
- Product recall
- Single construction projects





Contractors all risks, plant & equipment

Target trades include:

- Piling contractors and underpinning
- Excavation and tunnelling
- Wet work, under, over or adjacent to water
- Civil engineers
- Groundwork
- Demolition contractors
- Rail workers
- Building contractors
- Work in or on aircraft or water going vessels
- Work on listed buildings, basements and bridges
- Overseas contracts
- Waste and recycling
- Cranes and lifting equipment
- Scaffolders, roofers and cladders

Available coverage include:

- Contract works (permanent & temporary)
- Third party liability
- Owned plant
- Hired in plant
- Continuing hire charges
- Single construction projects

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UK Binding Authorities & Facilities

Our UK and Ireland Binding Authority team arranges delegated authorities, facilities and schemes for a wide range of business classes into Lloyd's and the London Market.

Price Forbes UK and Ireland place over £140 million GWP into the London Market and the Binding Authority team deals with over £40 million GWP for Group and Non-Group Cover holders.



Schemes and Binders

We can handle the marketing and administration of both new and existing placements to deliver smooth and efficient operation of facilities for our clients.

- Work with you to understand your requirements, whether the placement and marketing of a new facility / binding authority or to support an existing relationship.
- Manage mid term broker changes.
- Assist with London Market compliance.
- Ensure contract terms are met.
- Deal with our own internal IBA to ensure delivery on processing and timely payment to Underwriters via the bureau.
- Work with claims teams to ensure efficient setting up and monitoring of claims funds and bordereau.
- Use our in-depth knowledge and experience of Lloyd's processes and procedures including Atlas, DAMS, Insurer Market Repository (IMR) and CLASS for claims to support the facility.
- We can also assist with the placement of any risks that fall outside any facilities.



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