

priceforbes

UK & Ireland Commercial

Risk Appetite Guide



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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.

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



Paul Longhurst
Chairman,
UK & Ireland Commercial
+44(0) 20 3984 4259
paul.longhurst@priceforbes.com



Ewen Brown
Sales Director,
UK & Ireland Commercial
+44(0) 7584 341 374
ewen.brown@priceforbes.com



Greg Duignan
Managing Director,
UK & Ireland Commercial
+44(0) 7353 152 176
greg.duignan@priceforbes.com



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
- Own goods
- 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 and credit hire
- Taxis including private hire, public hire and self drive hire
- Minibus and coach risks (including stage and express use)
- Hazardous and or dangerous goods
- Crane risks
- Mini fleet business and car and van fleets
- Car transporters and trade plate delivery

Key contact



Darren Grodent

Director

+44(0) 7767 496 417

darren.grodent@priceforbes.com



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:

- Property owners and operational risks
- 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 leasures
- Recycling and waste
- Food manufacturing and processing

Available coverage includes:

- First loss limits
- Terrorism
- Property owners liability

Casualty & 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)
- US exposures
- Food manufacture
- Waste and recycling
- Demolition and asbestos removal
- Railside and rail contractors

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

We negotiate competitive terms and **tailor better specific coverage.**





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

Target sectors include:

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

Available coverage includes:

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

Key contacts



Paul Montgomery

Broking Director, Property & Casualty
+44(0) 20 7015 2717
paul.montgomery@priceforbes.com



Alan Barratt

Director, Property & Casualty, NI
+44(0) 7710 304 964
alan.barratt@priceforbes.com



Sam Galbraith

Director, Property & Casualty, ROI
+44(0) 7827 273 385
sam.galbraith@priceforbes.com

Professional Indemnity

Our priority is to deliver tailor-made insurance solutions to individual clients.

We work alongside our clients to identify risk, offer advice and we are actively involved in the design and placement of their insurance programs. We foster strong relationships between clients and underwriters to establish a long-term view to the transfer of risk. We provide a level of consistency and continuity for both parties irrespective of market cycles.

Our client sectors include:

- Architects
- Engineers
- Solicitors
- Accountants
- General Miscellaneous
- Design & Construct
- Building Professionals
- Trust Companies
- Media Liability
- Technology Firms

Our key product coverages include:

- Full Civil Liability wording
- Full worldwide territorial limits
- Access to Global markets
- Primary and excess Solutions
- Binding Authority Capability

We foster **strong relationships** between clients and underwriters.

Key contacts



Glenn Gostling
Managing Director
+44(0) 2037 570 126
glenn.gostling@priceforbes.com



Pat Boreham
Executive Director
+44(0) 7506 158 285
pat.boreham@priceforbes.com



Sarah Brailey
Director
+44(0) 7850 914 835
sarah.brailey@priceforbes.com

Delegated Authority (DA)

Our UK&I team also effectively offer an in-house MGA, with Lloyd's Coverholder status.

This capability means that we can tailor products to meet the specific needs of our clients, as well as enabling quicker decisions and bespoke policy terms, improving client service and responsiveness.

With full Delegated Authority on behalf of a number of different Lloyd's and London Market carriers, you can be assured by the quality of our products.

Our underwriting capabilities include:

- Liability
- Construction
- Commercial Combined
- Property Owners
- Private Clients
- Tour Operators Liability



We can tailor products to meet the specific needs of our clients, as well as **enabling quicker underwriting decisions.**



DA – Commercial and Construction

Our London Market team has extensive experience in underwriting commercial risks.

We have in house solutions for the following areas:

- General Liabilities
- Contractors
- Commercial Combined
- Property Insurance and Property Owners

Our facilities provide flexible solutions across a multitude of trades, for both complex and straightforward risks. We offer bespoke wordings with wide coverage, additional benefits and can provide a swift response from an experienced team.

Key contact



Scott Walters

Director – Delegated Authorities
+44(0) 7353 152 035
scott.walters@priceforbes.com

DA – Private Clients

Our priority is to deliver tailor-made insurance solutions to individual clients.

Our areas of expertise focus on Household Insurance and in particular mid net worth household and those more challenging of risks.

We have in house solutions for:

- Mid Net Worth Household
- Overseas Homes
- UK Holiday Homes
- Fine Art & Jewellery
- Thatch Properties
- Household – Work In Progress

Policy wordings have been refined by our team to provide the best possible solutions for your clients to provide the protection they require.

Key contact



Simon Marlow

Divisional Director
+44(0) 7353 152 212
Simon.Marlow@carrolls.co.uk



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 & Ireland place a wide range of binders for brokers and MGAs throughout the UK & Ireland for a wide range of classes of insurance and products.

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

Key contacts



Claire Feakins

Director

+44(0) 20 3984 4269

claire.feakins@priceforbes.com



Dominic Bumpstead

Director

+44(0) 7353 152 075

dominic.bumpstead@priceforbes.com

The Price Forbes Online Portal

Through our online quote and bind platform we can provide London market insurance solutions to meet your clients unique needs.

We offer a wide range of insurance products, including:

- **Commercial & Residential Property Owners:** Our facility empowers you to bind 24/7 on London Market appetite business across a variety of occupants up to £3m any one location. We also have a strong appetite for Unoccupied properties up to a limit of £2m any one location.
- **UK Holiday Homes:** Allowing up to £2m Sum Insured at any one location and up to £250k of contents with £5m POL. Our product allows some useful extensions to give your clients the flexibility they need when covering their UK Holiday Home.
- **Public and Product Excess of Loss:** With a variety of PL/Prods Excess of Loss options up to £10m x £10m, wide trade pool and fast referral turnaround – our product is a no brainer for anyone needing to place London Market Excess of Loss business.
- **Cyber Insurance:** We are specialists in cyber and technology risks. With 10 questions and Lloyd's capacity paying away 22.5% Brokerage our goal is simple – to provide the broadest possible cyber insurance solutions at competitive rates.
- **Terrorism:** Our modern wording allows you to quote and bind up to £40m any one location outside of zone A. Insured at Lloyd's, the definition of a Terrorist Act is wide plus with quick turnarounds on Zone A referrals.

Why choose Price Forbes online?

- **Expertise and Reliability:** Benefit from our extensive experience and commitment to providing top-quality solutions.
- **Convenient Online Access:** Easily manage your insurance policies and claims through our user-friendly online portal.
- **Competitive Pricing:** Enjoy competitive rates without compromising on coverage quality.



Price Forbes Specialisms

As a global business with extensive capabilities, Price Forbes delivers specialist solutions tailored for UK brokers through our dedicated UK & Ireland team.

Other key areas of expertise include, but are not limited to:

- Aviation & Space
- D&O, Cyber & Financial Institutions
- Fine Art, Jewellery, Specie & HNW
- Global Construction Projects
- International Casualty & Healthcare
- Personal Accident/Kidnap and Ransom/Contingency
- Reinsurance

To learn more, **contact your representative in the Price Forbes UK & Ireland team**, who will be pleased to facilitate introductions to colleagues across our wider network.

75 King William Street
London EC4N 7BE
T 020 7204 8400
E info@priceforbes.com
priceforbes.com