

Trends and Perspectives on PI Insurance in Selected International Markets

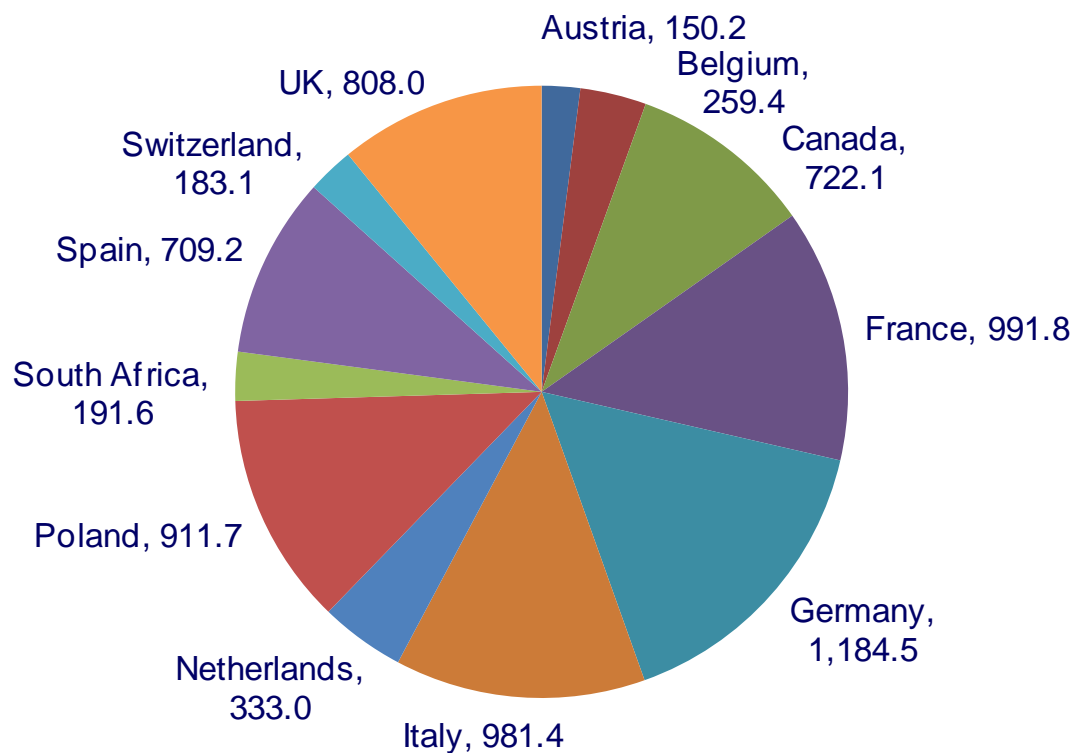
Professional Indemnity Forum Conference

9th July 2015

Agenda

- PI insurance in selected global markets: Austria, Belgium, Canada, France, Germany, Italy, Netherlands, Poland, South Africa, Spain, Switzerland, UK;
- focus on affinity schemes for PI insurance in the UK.

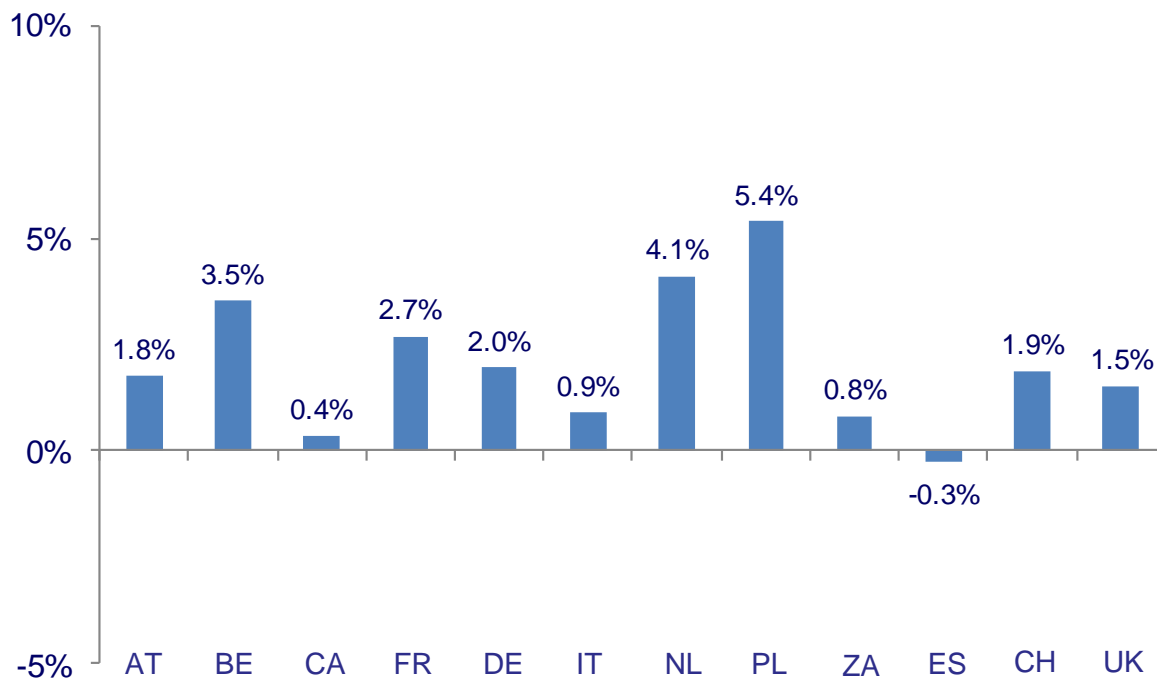
Number of insurable professional enterprises in selected global markets, 2015



Note – data in 000s... total is c. 7.43 million

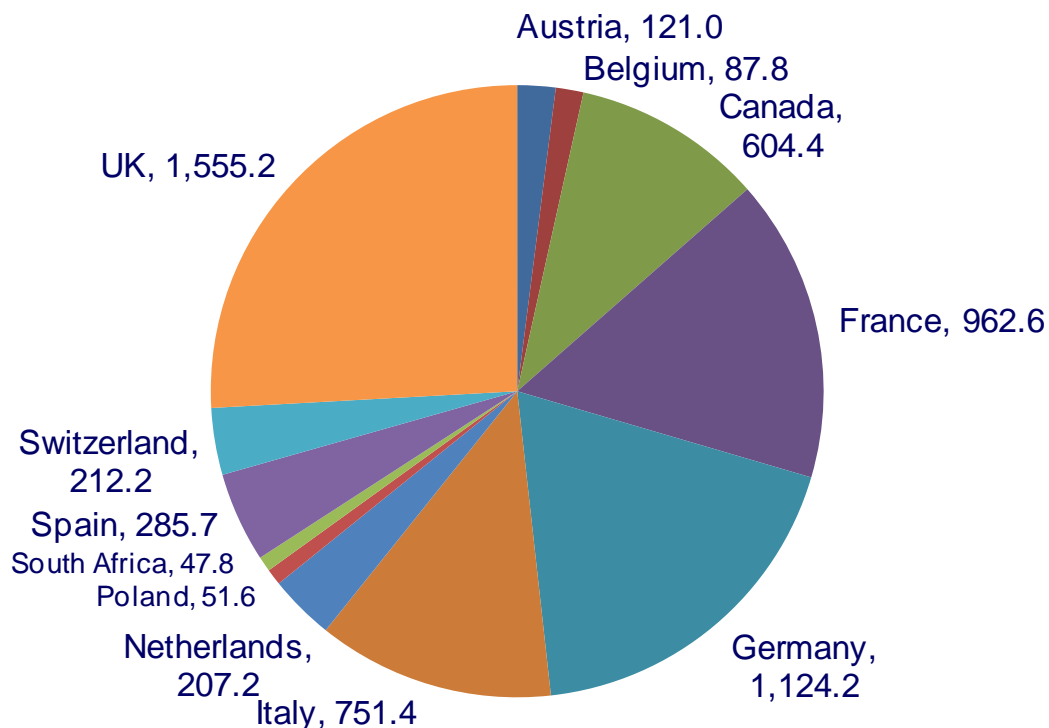
Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

Compound annual growth rate of insurable professional enterprises in selected global markets, 2011 to 2015



Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

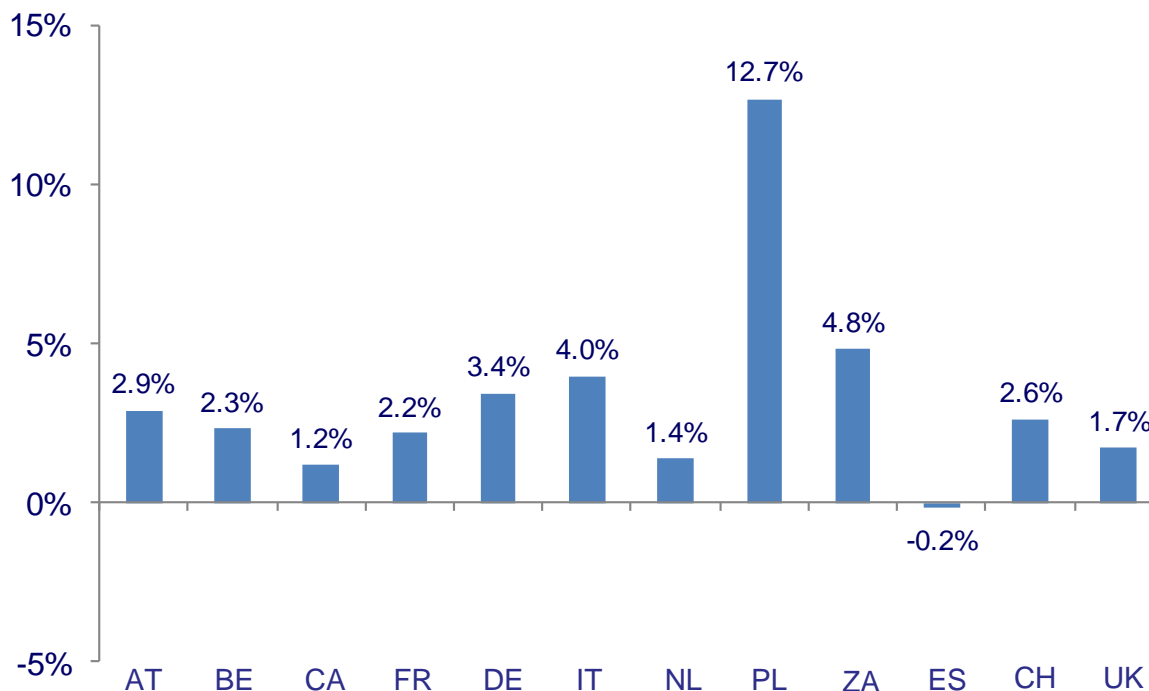
PI insurance gross written premiums in selected global markets segmented by country, 2015



Note – data in GBP million... 12-country total is c. GBP 6.01 billion

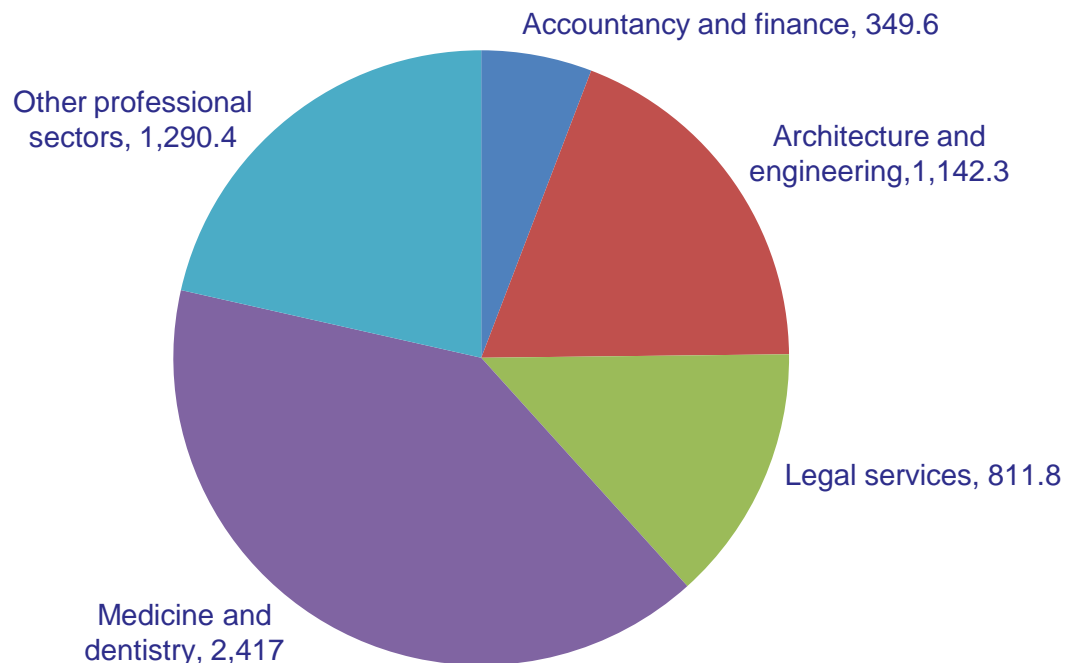
Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

Compound annual growth rate (nominal) of PI insurance gross written premiums in selected global markets, 2011 to 2015



Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

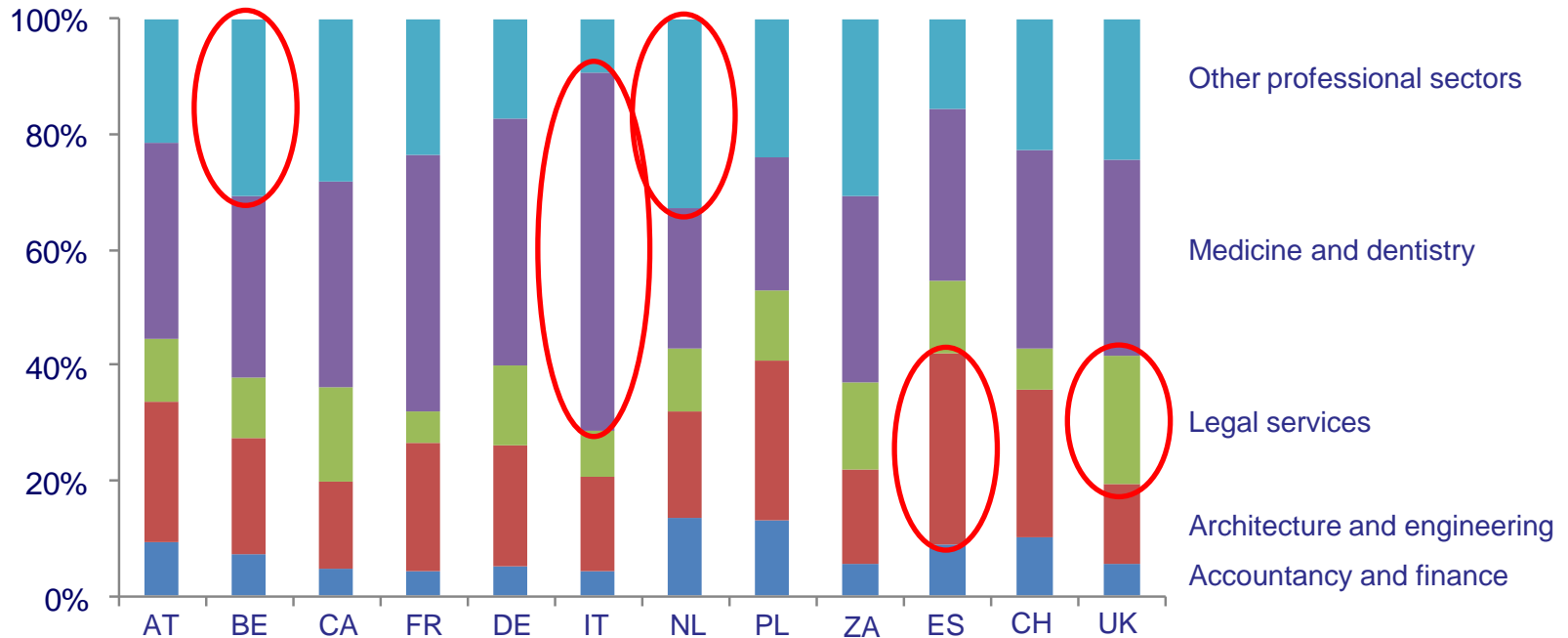
PI insurance gross written premiums in selected global markets segmented by professional category, 2015



Note – data in GBP million... 12-country total is c. GBP 6.01 billion

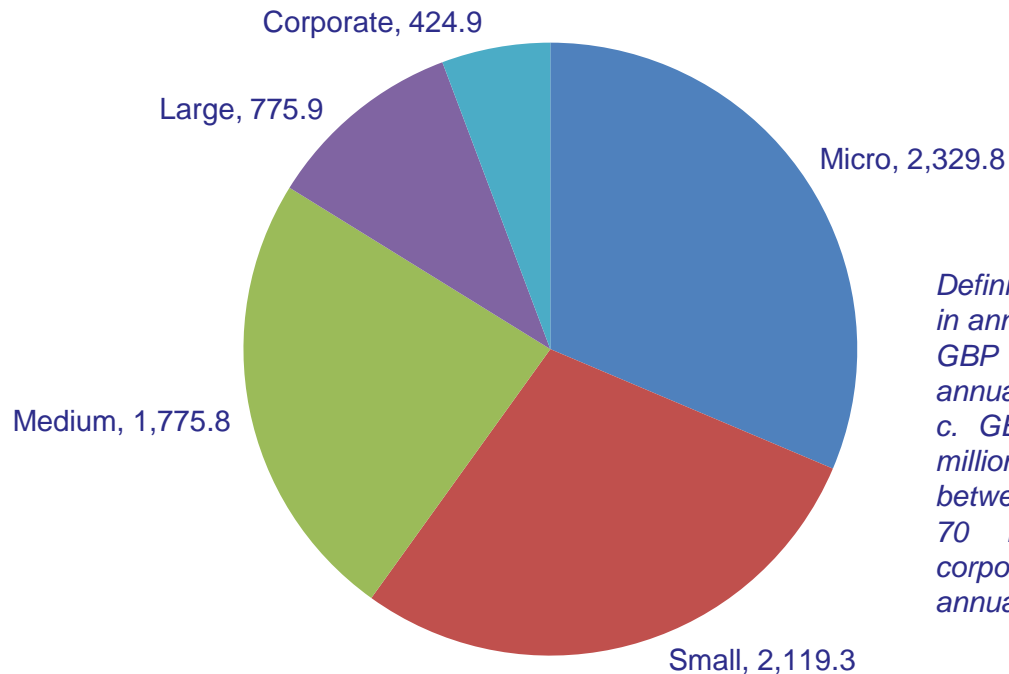
Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

PI insurance gross written premiums in selected global markets segmented by professional category and country, 2015



Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

PI insurance gross written premiums in selected global markets segmented by size of professional enterprise, 2015

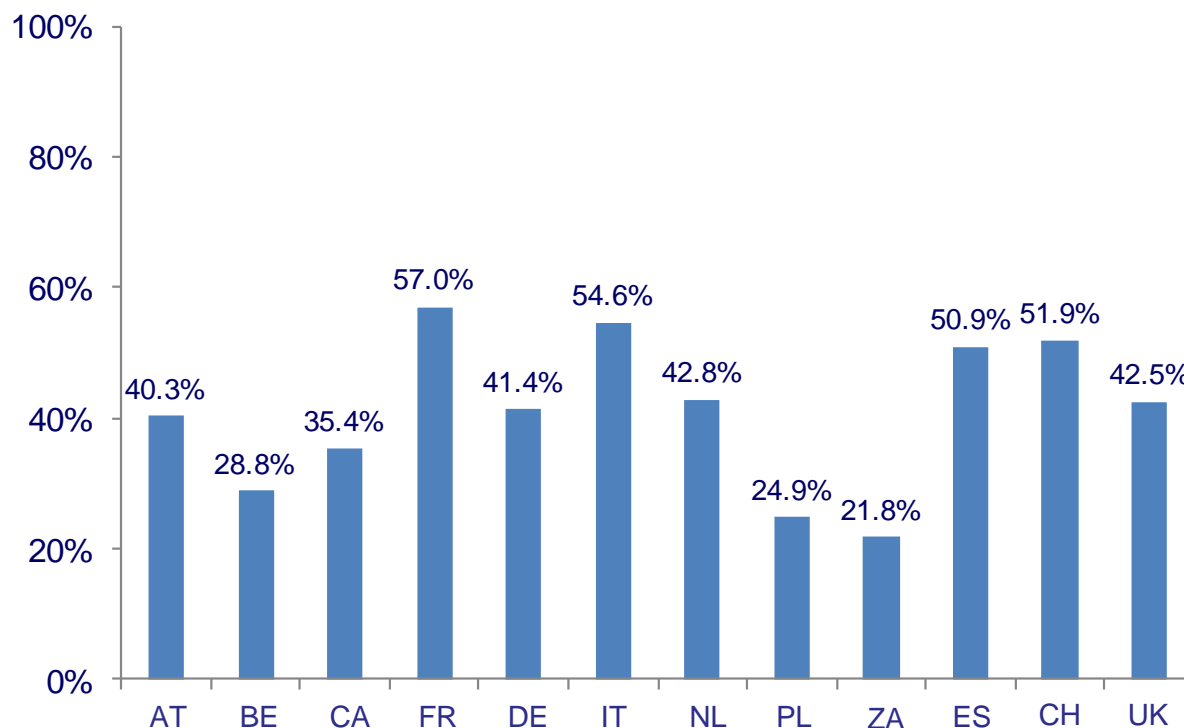


Definitions: micro = up to c. GBP 200K in annual revenues; small = between c. GBP 200K and c. GBP 1.5 million in annual revenues; medium = between c. GBP 1.5 million and c. GBP 15 million in annual revenues; large = between c. GBP 15 million and c. GBP 70 million in annual revenues; corporate = over c. GBP 70 million in annual revenues.

Note – data in GBP million... 12-country total is c. GBP 6.01 billion

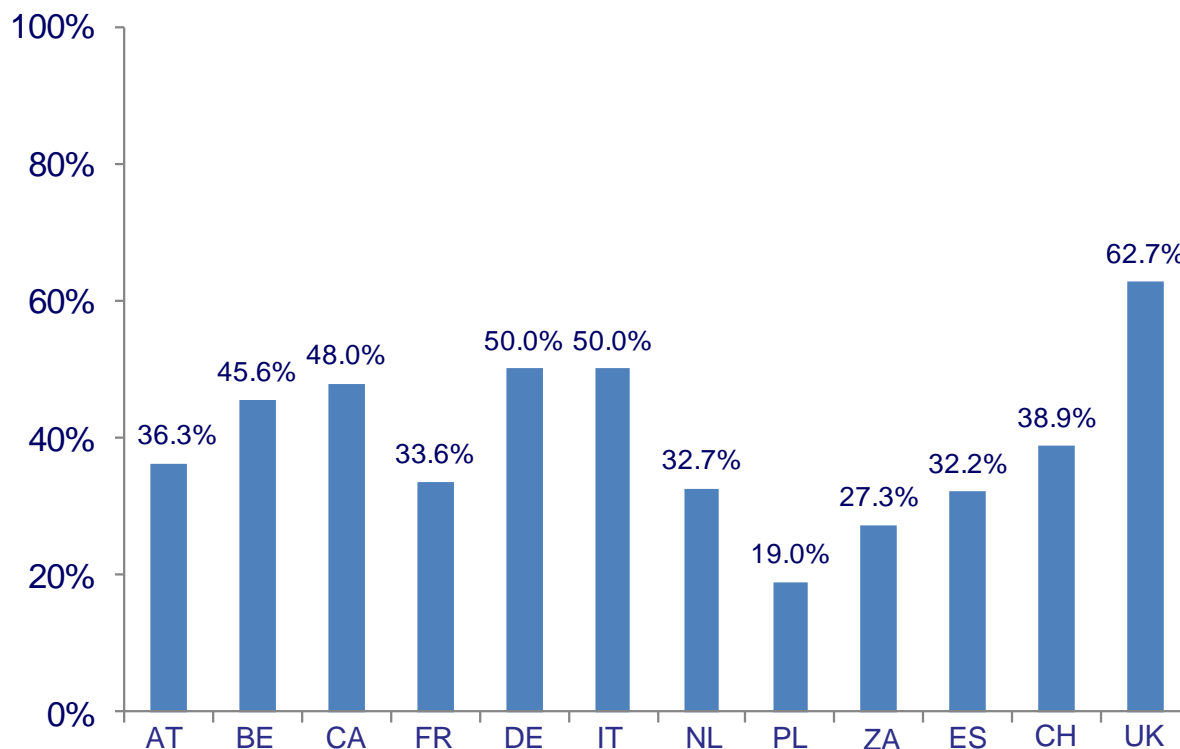
Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

Approximate % of professional enterprises with PI in selected global markets, 2013



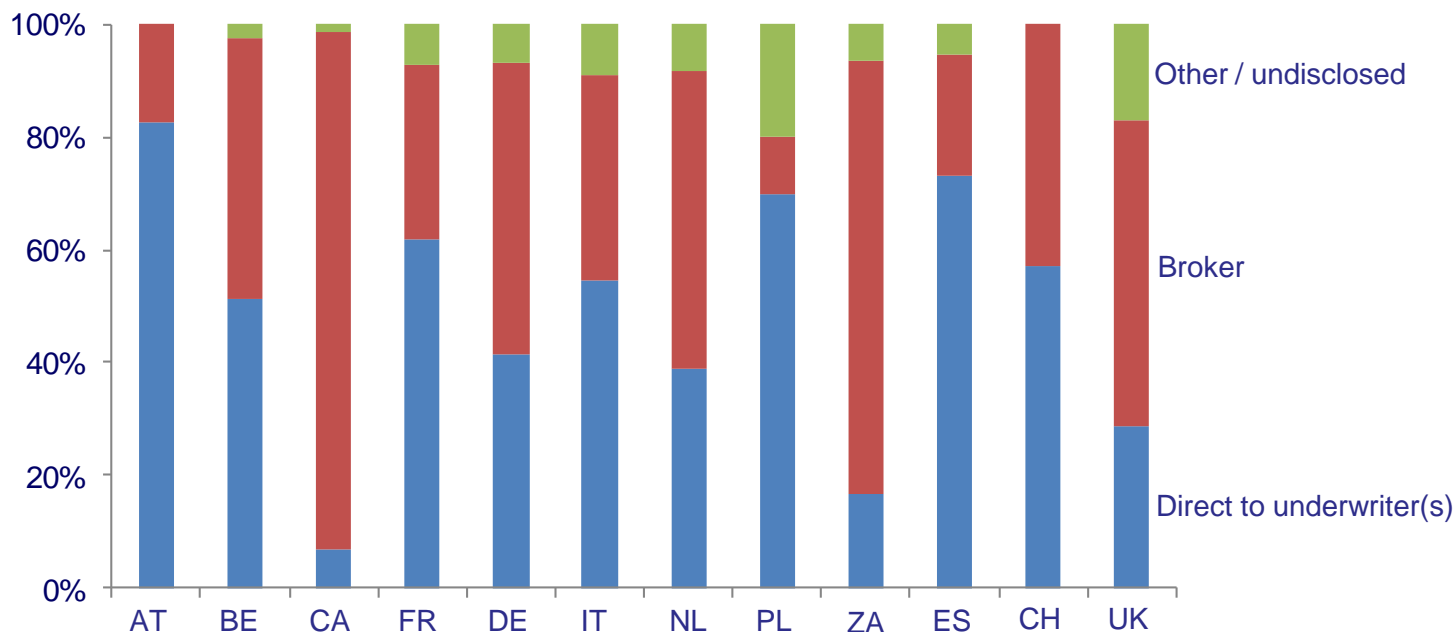
Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

% of professional associations with schemes for PI insurance in selected global markets, 2013



Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

% split of operating models used for schemes for PI insurance set up with professional associations in selected global markets, 2013



Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

Leading brokers and underwriters involved in schemes for PI insurance set up with professional associations in selected global markets, 2013

Country	Broker with most schemes	Underwriter (where identified) with most schemes
Austria	<i>no clear leader</i>	Generali
Belgium	Marsh	Ethias
Canada	LMS Prolink	Encon
France	Aon	AXA
Germany	UNITA (Aon)	HDI
Italy	AEC Master Broker	Lloyd's of London
Netherlands	Aon	VvAA
Poland	<i>no clear leader</i>	PZU
South Africa	Aon	Santam
Spain	Adartia	MAPFRE
Switzerland	VCW Versicherungs-Treuhand	<i>no clear leader</i>
UK	Trafalgar Risk Management	Hiscox

Source: Finaccord reports about PI insurance in Europe, Canada and South Africa

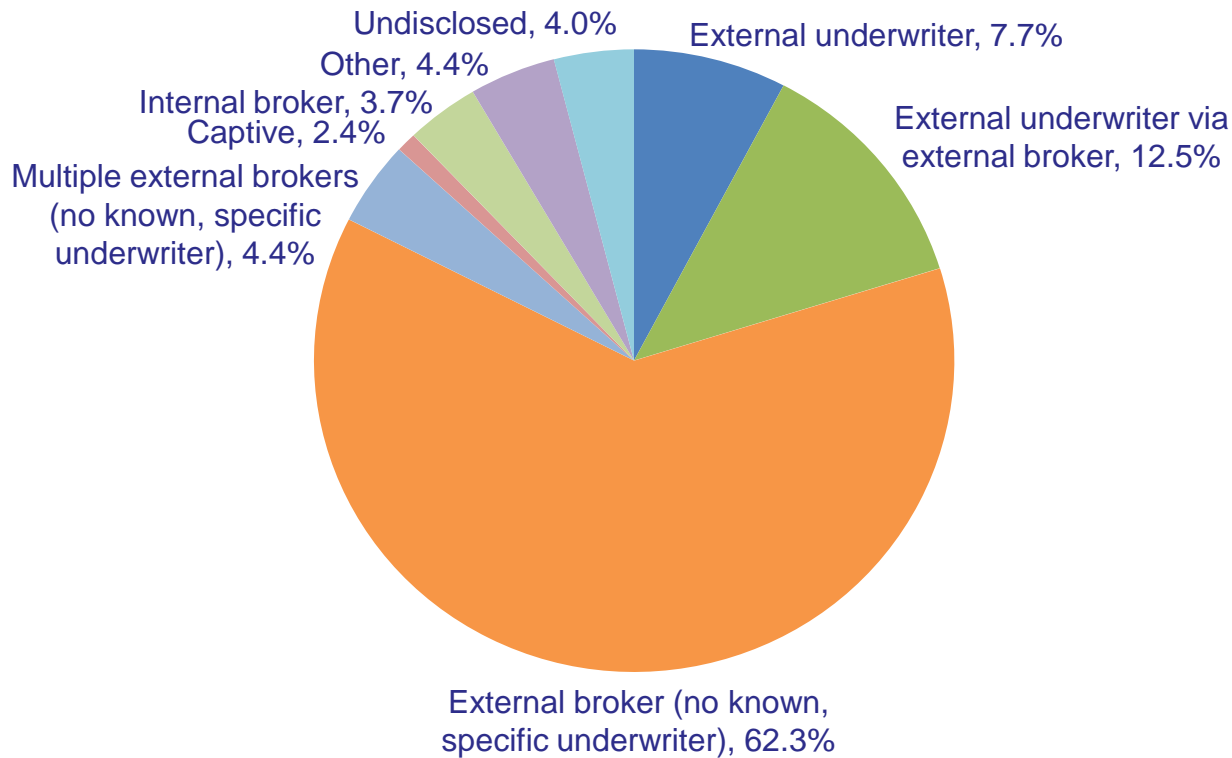
% of affinity partners in the UK with schemes for PI insurance segmented by category, 2015



Note – 297 PI insurance schemes identified in total

Source: Finaccord Affinity and Partnership Marketing in UK Commercial Non-Life Insurance report

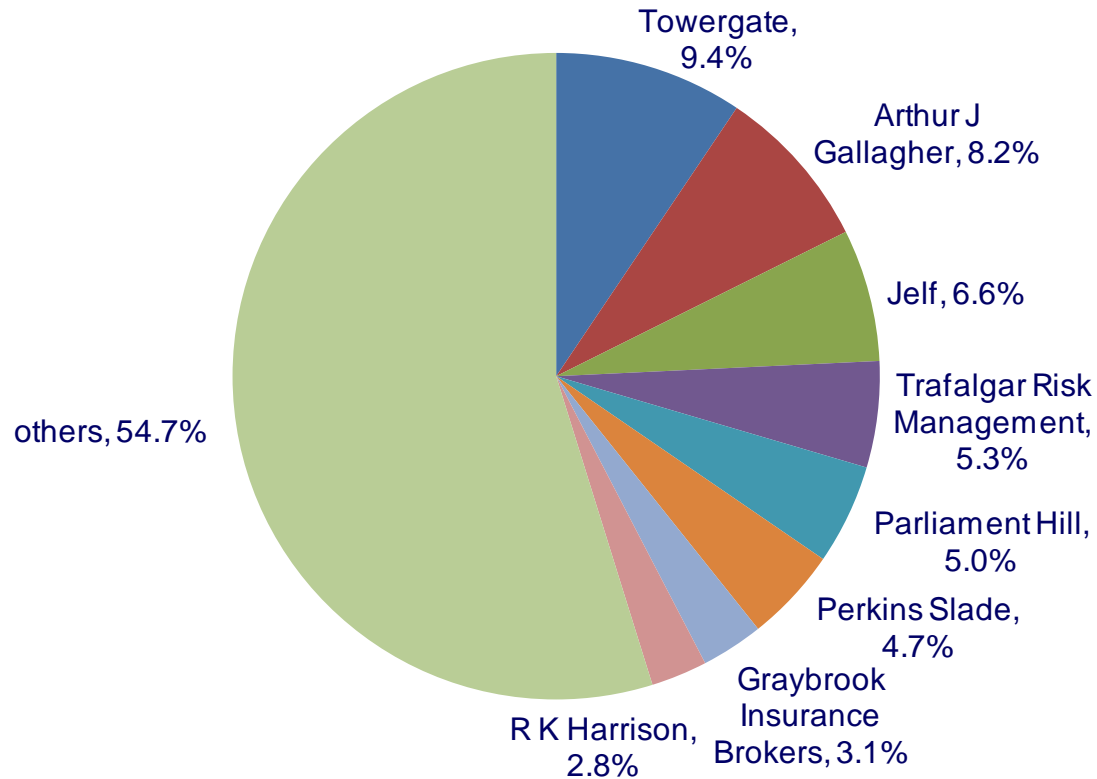
PI insurance affinity schemes in the UK segmented by operating model, 2015



Note – use of brokers includes aggregators in a small number of cases

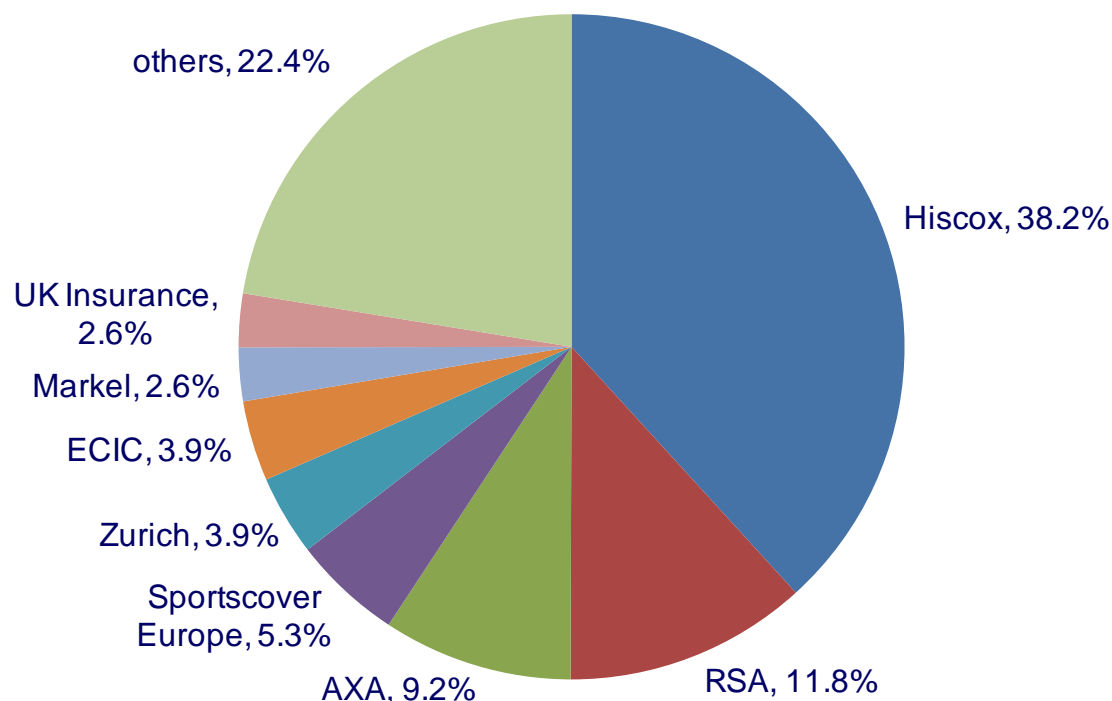
Source: Finaccord Affinity and Partnership Marketing in UK Commercial Non-Life Insurance report

PI insurance affinity schemes in the UK segmented by broker, 2015



Source: Finaccord Affinity and Partnership Marketing in UK Commercial Non-Life Insurance report

PI insurance affinity schemes in the UK segmented by underwriter (where known), 2015



Source: Finaccord Affinity and Partnership Marketing in UK Commercial Non-Life Insurance report

Any questions?

Finaccord is a leading market research, publishing and consulting company specialising in financial services. We provide our clients with insight with a particular focus on marketing and distribution strategies, including affinity and partnership marketing.

Our areas of expertise include: affinity and partnership marketing; automotive financial services; bancassurance; commercial non-life insurance brokers; consumer intelligence; extended warranties and insurance for white, brown and grey goods; home emergency insurance and assistance; insurance and assistance linked to payment cards and bank accounts; mobile gadget and phone insurance; professional indemnity insurance; retailer payments, banking, insurance and assistance; road assistance; small business insurance; trade credit insurance; and travel insurance and assistance.

Our international network of consultants is able to deliver information quickly and accurately across a range of countries worldwide, basing research projects on robust data and knowledge.

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