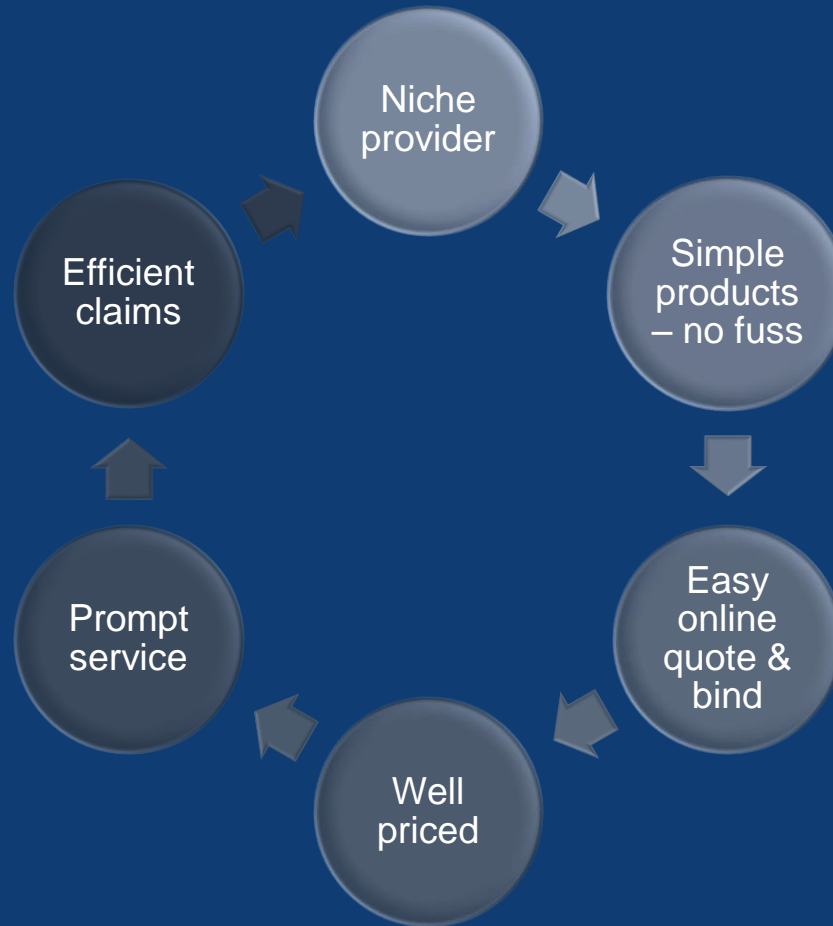




protecsure
insurance underwriting agency

Public & Products Liability Insurance

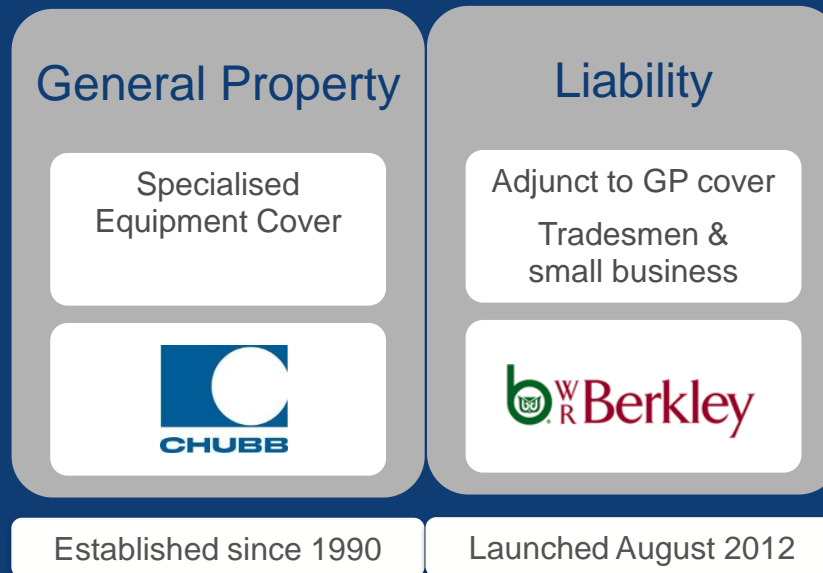
What does Protecsure stand for?



All our products fit this model

Rationale for this product

Many brokers requested a liability product to complement our equipment cover...



Rationale for this product

- Can also be written as a stand-alone cover
- Over 400 trades/occupations



Target Market

- Sole traders/small business
- Turnover less than \$2.5m
- Up to 10 employees (incl. principals and sub-contractors)

ie simple risks that lend themselves to an easy
online quote and bind system

Sample Trades/Occupations

Accountants ♦ Apiarist ♦ Appliance repairs ♦ Architect ♦ Bricklayer ♦ Builder ♦ Business broker ♦ Buyer's agent ♦ Caretaker ♦ Carpenter ♦ Chiropodist ♦ Cleaner ♦ Computer repairs ♦ Conference organiser ♦ Consultant ♦ Conveyancer ♦ Counsellor ♦ Electrician ♦ First aid worker ♦ Gardener ♦ Glazier ♦ Graphic designer ♦ Health & safety consultant ♦ Insulation contractor ♦ Interior designer ♦ IT professional ♦ Landscape architect ♦ Life coach ♦ Locksmith ♦ Management consultant ♦ Marriage counsellor ♦ Massage therapist ♦ Disc Jockey ♦ Nurse ♦ Occupational therapist ♦ Osteopath ♦ Painter ♦ Personal trainer ♦ Photographer ♦ Plasterer ♦ Plumber ♦ Psychologist ♦ Quantity surveyor ♦ Real estate agent ♦ Shop fitter ♦ Solar panel installer ♦ Surveyor ♦ Swimming pool cleaner ♦ Tiling contractor ♦ Vet (domestic) ♦ Window cleaner

Over 400 occupations

Excluded Trades/Occupations

Trades/Occupations with significant property damage exposure, eg:

Abrasive blasting/spray painting ♦ Air conditioning services ♦ Bathroom installer ♦
Central heating services ♦ Formwork & fixing ♦ Gas fitter ♦ House restumping ♦
Nursery & tree maintenance services ♦ Painter/decorator (commercial)

Trades/Occupations with significant bodily injury exposure, eg:

Chef ♦ Children's play equipment ♦ Cleaner (commercial, incl shopping centres) ♦
Earthmoving ♦ Jumping castle operator ♦ Pest control/ inspection ♦ Road
work/maintenance ♦ Tattoo artist ♦ Truck driver

This is designed to be an entry level, minimum premium product - hence riskier occupations are excluded

Features

Underwritten by WR Berkley (Europe), Limited

- Authorised and regulated by the UK Financial Services Authority
- Part of WR Berkley Corporation, founded in 1967
 - APRA approved
 - Niche provider in 12 countries
 - Over US\$18.5 billion in assets, US\$4.1bn of equity
 - Rated A (Excellent) by AM Best and A (Stable Outlook) by Standard & Poor's
 - WRB prides itself on intelligent underwriting, fast and fair claims handling, and financial strength

Features

Simple online quote & bind

- Drop down list of over 400 trades/occupations
- Variable limits - \$5m | \$10m | \$20m
- Variable excess - \$0 | \$500 | \$1,000
- Market leading sub-contractors extension
- Variable commission - 0% | \$10% | 15% | 20%
- <60 seconds to quote and bind
- Up to 50% of turnover generated by sub-contractors

Features

Simple Clear Policy Wording

- Worldwide territorial limits
- Approved by all Cluster Groups
- Incidental Contractual Liability
- Resultant loss of use following damage
- Continuous or repeated exposure
- Market leading sub-contractors extension is optional (waiver of subrogation applies)

Sample Pricing – Sole Trader / \$10m

Base Premiums inc 20% comm

Trade/Occupation	Liability (\$500 xs)
Management Consultant	\$273
Beautician	\$375
Film Production	\$500
Builder	\$831

Sample Pricing – Sole Trader / \$10m

Base Premiums inc 20% comm

Trade/Occupation	Liability (\$500 xs)	Add Equipment (\$100 excess) Type	GP Prem	Total
Management Consultant	\$273	\$5k iPhone/laptop	+ \$315	= \$588
Beautician	\$375	\$15k semi portable laser	+ \$476	= \$851
Film Production	\$500	\$50k camera/lighting	+ \$1,994	= \$2,494
Builder	\$831	\$20k unspecified tools	+ \$992	= \$1,823

Sample Pricing – 5 People / \$10m

Base Premiums inc 20% comm

Trade/Occupation	Liability (\$500 xs)
Surveyor	\$426
Carpet Cleaner	\$720
Gardener/Landscaper	\$975
Plumbing	\$1,978

Sample Pricing – 5 People / \$10m

Base Premiums inc 20% comm

Trade/Occupation	Liability (\$500 xs)	Add Equipment (\$100 excess) Type	GP Prem	Total
Surveyor	\$426	\$150k surveying equip	+ \$4,214	= \$4,641
Carpet Cleaner	\$720	\$120k cleaning equip	+ \$2,793	= \$3,513
Gardener/Landscaper	\$975	\$20k unspecified tools \$60k light machinery	+ \$2,223	= \$3,198
Plumbing	\$1,978	\$20k unspecified tools \$50k light machinery	+ \$1,990	= \$3,968

Acceptance Criteria

- Up to 10 employees including principal & any sub-contractors
- Turnover up to \$2.5m
- Up to 50% of insured's turnover generated by sub-contractors
- Must have been involved in this trade or type of business for more than 3 years (applies to certain trades/occupations)
- Nil public liability claims or circumstances in last 5 years
- We cannot cover plumbers in Vic or electricians in Qld (policy has no consumer protection liability section)

Online Resources

- ✓ Quote and bind facility
- ✓ Policy wording / Endorsements
- ✓ Proposal
- ✓ Listing of trades/occupations
- ✓ FAQ's
- ✓ Pop ups where required during quote process
- ✓ "Tooltips" (pop up hints) when click on "?" on quote tool

Claims

- All claims to be notified to Protecsure
- Claims forms available on-line
- 1300 MYCLAIM for queries or claims lodgement

End

Thank you for viewing this presentation