



Our Insurers

Issue 5



Why is an insurer's financial rating important to you and your client when deciding between different insurance carriers? Well, for one it's a way to subjectively determine an insurance organisation's financial strength. Or to put it another way, its ability to pay claims. To obtain a financial rating, an insurer must go through a comprehensive evaluation by an independent third party, such as AM Best, Standard & Poor's or Moody's to name a few.

The importance of a financially stable insurance company has never been more critical. In the UK we have seen the failure of a growing number of rated and unrated insurers. Poor liquidity, under-pricing, under-reserving, and management and governance issues are among the main recurring issues.

We at Commercial Express appreciate how important working with the right insurer is to our agents. We need to ensure you have the confidence to recommend our products to your clients. The following document sets out the financial strength of our carriers and which products they underwrite.

Duncan Pritchard
Managing Director

Our Insurers

Product	Insurers
Catering Trailer	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Catering Van	Aviva
Commercial Combined	Covéa Insurance plc, Argo Insurance Liability - Covéa Insurance plc, Argo Insurance
Commercial & Industrial Property Owners - Axis	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Commercial & Industrial Property Owners - Channel	Channel Syndicate 2015 at Lloyd's
Contract Cleaners	DTW 1991
Contractors' All Risks	HSB Engineering Insurance Company Limited
Dry Cleaners & Launderette	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Exhibitors	Great Lakes
Fast Food & Restaurant	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Guest House & Hotel	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Hobby & Club	DTW 1991
Land Liability	DTW 1991
Landlords Contents	Channel Syndicate 2015 at Lloyd's
Liability (Per Capita)	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Liability (Wages & Turnover)	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Market Traders	DTW 1991
Multi Event	Great Lakes
Office	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Office Material Damage Only	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Outside Caterer	DTW 1991
Public House	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Residential Property Owners - Axis	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Residential Property Owners - Axis Economy	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Residential Property Owners - Channel	Channel Syndicate 2015 at Lloyd's
Shop	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Short Term Unoccupied - Axis	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Short Term Unoccupied - Channel	Channel Syndicate 2015 at Lloyd's
Single Event	Great Lakes
Static Caravan	Channel Syndicate 2015 at Lloyd's
Tenants Contents	Channel Syndicate 2015 at Lloyd's
Touring Caravan	Channel Syndicate 2015 at Lloyd's
Trailer	AXIS Managing Agency Ltd - Syndicate 1686 and 2007
Wholesale	AXIS Managing Agency Ltd - Syndicate 1686 and 2007

Insurers' Ratings

Insurer	Financial Strength	S&P or AM Best	Lloyd's of London
Aviva	A+	S&P	No
AXIS Managing Agency Ltd - Syndicate 1686 and 2007	A+	S&P	Yes
DTW 1991	A+	AM Best	Yes
Great Lakes (Owned by Munich RE)	A+	AM Best	No
HSB Engineering Insurance Company Limited (Owned by Munich RE)	A+	AM Best	No
Channel Syndicate 2015 at Lloyd's	A	S&P	Yes
Argo Insurance	A	AM Best	No
Cov�a Insurance	A	S&P	No

Insurers' Summary



Aviva provides around 31 million customers worldwide with insurance, savings and investment products. We are the UK's largest insurer and one of Europe's leading providers of life and general insurance.

We combine strong life insurance, general insurance and asset management businesses under one powerful brand. We are committed to serving our customers well in order to build a stronger, sustainable business, which makes a positive contribution to society, and for which our people are proud to work.

At a glance - our key statistics:

- One global brand
- 31 million customers worldwide
- Over 300 years of heritage

LLOYD'S

AXIS Syndicates 1686 and 2007

We offer speciality insurance and reinsurance through AXIS' managed Syndicates 1686 and 2007 at Lloyd's.

As a Lloyd's Corporate Member, AXIS Corporate Capital UK Limited provides capital for the Syndicate. We underwrite property, casualty, professional lines, marine, energy, aviation, terrorism, surety, cyber, environmental, political risk, credit risk and others, including coverage provided through MGA arrangements.

LLOYD'S

DTW1991

DTW1991 is a specialist Lloyd's syndicate focusing on delegated underwriting authority business.

Established in January 2013, DTW1991 are underpinned by a diverse capital structure supported by both trade and private capital. With a focus on the Lloyd's Binding Authority market the syndicate has a strong underwriting discipline supported by a fresh approach to the management of delegated authority business. The syndicate benefits from Lloyd's A.M. Best rating of A, and a Standard & Poor's rating of A+.

We work with a limited number of carefully selected coverholders, those who demonstrate underwriting expertise and proven capabilities in specialist products, niches, and territories.

DTW1991 provides property, liability and specialist sports and leisure products, predominantly to small and medium-sized enterprises in the US, UK and International.

Insurers' Summary

LLOYD'S

Channel Syndicate 2015 at Lloyd's

The Channel Syndicate is led by a strong management team, supported by experienced underwriters selected from the Lloyd's and London markets. The Channel Syndicate 2015 at Lloyd's is managed by The Channel Managing Agency, a fully authorised Lloyd's Managing Agency, wholly owned by SCOR.

The syndicate started underwriting in 2011 and has now significantly expanded and diversified. We have a strong service focus: our underwriters are accessible and empowered to make decisions and work collaboratively with clients to meet their most complex insurance needs.

Our success is built on the quality of our people, our customer focus and our financial strength.

The Channel Syndicate is supported by SCOR (the world's fourth largest reinsurer, rated AA- by the leading international rating agencies). SCOR provides 100% of the capital to the Channel Syndicate. The SCOR Group writes premiums of €14.8bn, of which Property & Casualty is €6bn and is structured around three hubs (Americas, EMEA and Asia-Pacific)



Great Lakes Insurance SE ("GLISE") is a German insurance company based in Munich and regulated by Bundesanstalt für Finanzdienstleistungsaufsicht, the Federal Financial Supervisory Authority of Germany.

GLISE is a fully owned subsidiary of Munich Re Group and acts as a specialist provider of insurance services and the preferred facilitator of insurance business.

It enjoys the same strong rating and financial strength of the Munich Re Group: A+ (Superior) as rated by A.M. Best and AA- (Very strong) by S&P.

Great Lakes have permanent establishments in the United Kingdom (London), Switzerland (Baar), Italy (Milan), Australia (Sydney) and New Zealand (Auckland).



HSB Engineering Insurance

We are the UK's only company solely focused on engineering insurance and inspection services. With underwriting that covers a broad range of technologies and industry sectors, we have the knowledge to show you how, together with HSB, you can stay ahead of emerging risks in a complex world.

Insurers' Summary

HSB Engineering Insurance (HSB) draws on over 150 years of technical risk knowledge and experience – a rich heritage and firm footing that gives us the ability to lead the market in identifying and underwriting evolving engineering risks. Today, as a proud member of the Munich Re Risk Solutions family, we are continuing our tradition of excellence in technical knowledge and commitment to clients in a wide range of industries including construction, renewable energy and manufacturing as well as leisure, retail, commercial and public sectors.

As part of Munich Re, HSB – itself rated A++ (Superior) by A.M. Best Company – has the added support and resources of one of the world's most experienced and stable insurance and reinsurance companies. With shared values and complementary skill sets and offerings, we have the ability to combine a global knowledge base with our local presence across the UK and Ireland to develop and deliver innovative, forward-thinking risk solutions. We are showing our clients how, together with HSB, they can manage risk in a complex and evolving world.



Within the UK we operate as Covéa Insurance offering commercial, motor, high net worth, property and protection insurance. We also offer life and critical illness products through Covéa Life and administration services are provided to many high street brands through Sterling Client Services Ltd. Together, we're part of the French mutual insurance group Covéa and as a result of its financial strength, the Covéa group has attained a Standard and Poor's 'A+ Stable' rating.

Covéa Insurance served over 1.5 million policyholders, generating £666 million in premiums in 2016.



Argo's UK operation is called ADL, (Argo Direct Ltd) they are regulated by the FCA and benefit from an AM Best rating of A (excellent) this adds further value to our A rated consortium. ADL are a subsidiary of Argo Group International Holdings and form part of the Argo Group of companies.

Argo are keen to utilise their European platform where appropriate as an alternative to their Lloyd's of London platform. The ongoing development of the European platform is a key part of their future strategy. Having both a Lloyd's and a European company platform allows Argo to respond quickly and efficiently to the specific needs of partners whilst not compromising standards or appetite in a changing market environment.



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