



Coventry Building Society Arena

10 November 2022

SHOWGUIDE

Thank you to our sponsors:



Hosted by:

insuranceage

MEET THE TEAM



Jack Grocott
Head of Insurance



Jonathan Swift
Director of Content
Insurance



Emmanuel Kenning
Senior Reporter
Insurance Age



Chris Finnegan
Commercial Director
Insurance



Sarah Banks
Sales Manager
Insurance



James Evison
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Sydnie Hadley-Clarke
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Mkye Byfield
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Colette Leong – Son
Managing Director Events



Leigh Millar
Head of Operations



Georgie Mailer Wilkin
Porfolio Director



Shona Fuller
Event Manager



Nancy Farhat
Conference Producer
Insurance

USEFUL INFORMATION

Content zones



We have four session zones on the show floor. Check pages 5-13 in this show guide for information on our speakers.

Smart badges



Our smart delegates badges are unique to each attendee – All you have to do is scan your QR code with exhibitors to make connections!

Dedicated meeting zone

Arrange 1-1 meetings

Sponsored by Hiscox



If you have booked a meeting through our dedicated platform please visit the Networking Zone Sponsored by Hiscox where our host will be able to assist you with the time and location of your meeting. If you would like to book meetings on the day this can also be done via the Broker Expo App

Lunch and Networking



Enjoy food and drink on us at our

- » All day Tea & Coffee
- » 10.00 Danish Pastries & Smoothies
- » 10.00- 15.15 Content sessions
- » 12.30 - 14.00 Lunch, Networking and Sponsored Roundtables
- » 16.30 Exhibition closes

Guest speakers



John Barnes
MBE



Ritula Shah,
Journalist and News
presenter, BBC

» 12.50 - 13.30 Danger Zone

We're pleased to announce that John Barnes MBE is our Guest Speaker. The former England and Liverpool football player and manager has an exceptional record as a player on both an international and domestic level

We're pleased to announce Ritula Shah as our host at Broker Expo 2022. Ritula is best known for her role at the World Tonight, Radio 4's evening news programme, focusing on international affairs. Ritula is also a regular on Any Questions and Any Answers on Radio 4.

Visit our Sponsors



Trade Zone



Compliance Workshops

The Coventry Lounge

WI-FI



Network: **BROKEREXPO**
Password: **GOBROKERS!**

2023 specials

	Broker Club	April 2023
	Claims Leaders Summit	24 May 2023
	Motor & Mobility	15 June 2023
	Broker Club	June 2023
	British Insurance Awards	5 July 2023
	Broker Club	september 2023
	European Insurance Awards	September 2023
	Claims And Fraud Awards	5 October 2023
	UK Broker Summit	11 October 2023
	Broker Expo	12 October 2023
	UK Broker Awards	12 October 2023

LET'S TALK ABOUT YOU

Our schemes are broker-led and built on key customer insight. By working in partnership we'll develop a bespoke offering, reflecting you and your clients' needs.

VISIT US AT **STAND 73**

Hiscox Underwriting Ltd is authorised and regulated by the Financial Conduct Authority.



HISCOX

MARKET ZONE

10.00 - 10.40 KEYNOTE PANEL DISCUSSION: ORGANIC GROWTH AND M&A: WHAT ARE THE CURRENT OPPORTUNITIES FOR BUSINESS GROWTH?

- Understanding the challenges, risks and opportunities M&A presents in the current market
- Outlining the M&A due diligence process: should we focus primarily on acquiring individual talent?
- Achieving organic growth in the current climate

Moderator: Emmanuel Kenning, Editor, Insurance Age

Peter Blanc, CEO, Aston Lark

Lea Cheesborough, Managing Director, Movo Partnerships

Stuart Randall, CEO, Brokerring

10.50 - 11.30 PANEL DISCUSSION: GETTING THE MOST OUT OF YOUR MGA PARTNERSHIP

- Know how to make the right deal: building a long-life partnership between the power trio: Insurers, brokers, and MGAs
- MGA's fresh capacity and what this can bring to the current market

Moderator: Jonathan Swift, Director of Content, Insurance Age

Scott Bennett, Managing Director, Bravo Networks

Joel Markham, Head of Sales and Marketing DA, AXA Commercial Schemes

Clive Nathan, CEO, GRP

11.40 - 12.20 PANEL DISCUSSION: HOW ARE THE MOST RECENT REGULATIONS POSING A CHALLENGE FOR THE INSURANCE INDUSTRY?

- Mitigating the impact of regulatory changes on regional brokers
- how can brokers test their performance?

Claire Lebecq, Group Chief Operations Officer, Specialist Group

Michael Sicsic, Managing Partner, Sicsic Advisory

David Sparkes, Head of Compliance and Training, BIBA

13.45 - 14.25 WORKSHOP: SALES, COMMUNICATION, AND NEGOTIATION SKILLS

- This workshop will provide practical tips to help improve critical skills for the broker community. Understand how you can improve performance and build stronger relationships in the industry

Lynne Norledge, Head of Sales, WTW

Debbie Moss, Managing Director- Gallagher-Coventry

MARKET ZONE

**14:35 - 15.15 PANEL DISCUSSION: DIVING INTO THE WORLD OF PERSONAL LINES
INSURANCE: OUTLINING THE THREATS ON THE HORIZON**

- How can standardising premiums work in favour for the industry?
- Passing the benefit on to your customers: Levelling the playing field and improving quality of service
- How are brokers and insurers in the personal lines sector collaborating to deliver new initiatives and offer responsive services to their clients?
- Identifying and overcoming the threats that disruptors represent to personal lines brokers

Moderator: Saxon East, Editor, Insurance Age

Mark Rigby, CEO, Irevolution

Paul Reid, Managing Director, Lifesure

16.30 SHOW CLOSES

DANGER ZONE

10.00 - 10.40 FIRESIDE CHAT: NAVIGATING GLOBAL CHANGE AND UNCERTAINTY: HOW IS GEOPOLITICS RESHAPING THE INSURANCE INDUSTRY?

- Remaining nimble amidst geopolitical upheaval
- Building resilience to volatility and protecting your business from economic pressures

Host: Ritula Shah, Journalist and News presenter, BBC

Marcus Meredith, Head of Political Risk, Ardonagh Group

10.50 - 11.30 PRESENTATION: THE RISE OF PARAMETRIC INSURANCE: WHAT, WHY AND HOW

- Understanding the suitable risk profiles for parametric insurance
- Complimenting traditional indemnity-based insurance models with index-based solutions for greater client protection
- Examples of parametric insurance scenarios

Claire Wilkinson, Managing Director of Alternative Risk Transfer, WTW

11.40 - 12.20 PRESENTATION: EMOTIONAL INTELLIGENCE AND ASSERTIVENESS SPONSORED BY: Zing365

- EI as a key part management and leadership
- The importance of EI for individuals and the five key characteristics of EI
- Enhancing our EI skills
- Positive thinking and self-awareness
- Selecting the right approach for the right situation

Matt Owen, Senior Training Consultant, Zing 365

13.45 -14.25 PANEL DISCUSSION: ESG AND INSURANCE: A NEW ERA OF INSURANCE BROKING

- Understanding ESG and how is it being translated into businesses
- Where is the sector at in incorporating ESG within the business?
- How can insurance brokers ensure commitment to the journey?
- How are the latest ESG commitments changing the broker-client relationship?

Host: Ritula Shah, Journalist and Broadcaster

Ben Howarth, Chief Sustainability Officer, ABI

Bronwyn Claire, Business Specialist- ESG and Climate Solutions, Ortec Finance

14:35 - 15.15 PRESENTATION: INCORPORATING ESG INITIATIVES INTO YOUR BUSINESS

- -Meeting your business objectives through ESG initiatives

Ben Howarth, Chief Sustainability Officer, ABI

Bronwyn Claire, Business Specialist- ESG and Climate Solutions, Ortec Finance

16.30 SHOW CLOSES



SME

Vantage mid-market

Schemes

Broker Elevate

Broker Learning Zone

Sponsors of Broker Expo 2022
and hosts of the Trading Zone
axaconnect.co.uk

 **Know You Can**



TRADE ZONE

10.00 - 10.40 KEYNOTE PRESENTATION: A DEEP DIVE INTO SME'S: THE CHALLENGES AND POINTS FOR ATTENTION

- How can brokers work in collaboration with insurers to manage and mitigate the wide range of growing commercial risks?
- The crucial role of forming long-lasting relationships between brokers and insurer trade centres
- To e-trade or not to e-trade, what risks are suited to online advised sales and which are not?
- How can insurers provide further support to brokers through technology and process adoption?

Nick Hartley, Underwriting Manager SME Traded Business, AXA Commercial

10.50 -11.30 PANEL DISCUSSION: BRACING OURSELVES FOR THE INFLATION CHALLENGE, AND TACKLING UNDERINSURANCE

- Future-proofing your business from an ultra-competitive climate amidst high inflation
- Communicating the impact of inflation to clients, and managing outcomes

Moderator: Emmanuel Kenning, Editor, Insurance Age

Karen Donald, Mid-Market Proposition Development and Delivery Manager, AXA Commercial

Debbie Moss, Managing Director- Gallagher-Coventry

Daniel Searle, Placement Broker, Verlingue

11.40 - 12.20 PANEL DISCUSSION: TACKLING THE GREAT RESIGNATION AND TURNING A STAFF SHORTAGE RISK INTO A BUSINESS OPPORTUNITY

- A practical guide to attracting, hiring, upskilling, and retraining staff
- Facilitating staff from a more diverse range of backgrounds, and retaining staff in the process
- Mental health at the workplace
- Addressing the shop front: making sure your online presence reflects your business

Host: Ritula Shah, Journalist and News presenter, BBC

Grant Georgiades, Managing Director, The Plan Group

Lea Cheesborough, Managing Director, Movo Partnerships

13.45 - 14-25 FIRESIDE CHAT: PARTNERING WITH THE RIGHT INSURER FOR THE GROWTH OF YOUR SCHEMES BUSINESS

- How can insurers and brokers work together to create suitable solutions that will target specific customer needs?
- What role do schemes play in developing longer term customer loyalty?
- How can brokers identify the right insurer to partner with?
- How can brokers identify the right insurer to partner with?

Joel Markham, Head of Sales and Marketing DA, AXA Commercial Schemes

Trevor Allsopp – Marsh Commercial

Lee Scott, Head of Schemes, Aston Lark



ZONE 3 – TRADE

14:35 - 15.15 PRESENTATION: MENTAL HEALTH IN THE WORKPLACE

- What can employers do to support mental health in the workplace?
- What are employee wellbeing initiatives employers can use on a day-to-day basis?
- How to support employees with mental health conditions in the workplace?

Chloe Woodhouse, HR Manager, Clear Insurance Management

16.30 SHOW CLOSES

FUTURE ZONE

10.00 - 10.40 KEYNOTE PANEL DISCUSSION: REVOLUTIONISING INSURANCE BROKERAGE THROUGH TECHNOLOGY: PERSONAL TOUCH MEETS FIRST CLASS SERVICE DELIVERY

- How technology can improve client retention and efficiency
- How is technology changing the role of brokers?
- The future of broker-customer relationship and preparing a roadmap for the near future

Moderator: Jonathan Swift, Director of Content, Insurance Age

Phil Williams, Group COO, Clear Insurance Management

Martyn Denney, Head of Innovation & Investments, Aon UK

10.50 -11.30 PANEL DISCUSSION: HARNESSING THE INSURER-BROKER RELATIONSHIP TO OVERCOME THE HARD MARKET CHALLENGE

- -Collaborating to deliver more advanced propositions
- How can working with third parties benefit all stakeholders?
- Why are there some capacities left in the core lines? How can insurers offer the right solutions?

Moderator: Saxon East, Editor, Insurance Age

Toby Clegg, CEO, Clegg Gifford &CO

Graeme Trudgill, Director, BIBA

Roshan Choolhon, Head of Exponential, Aventum Group

11.40 - 12.20 WORKSHOP: SOCIAL MEDIA FOR BROKERS: A 'HOW TO' GUIDE

- Harnessing your social media capabilities to help grow your business
- Investing in the right tools and platforms for your business objectives
- Marketing plan essentials: brand image, tracking, and management of online campaigns

Declan Murray, Business Partner, WTW

Mairi Mallon, CEO, Rein4ce

13.45 - 14-25 PANEL DISCUSSION: THE FUTURE OF MOTOR INSURANCE- HOW CAN BROKERS STAY RELEVANT SPONSORED BY: AX

- -How can technology strengthen broker-insurer relationships?
- -Preparing for digital transformation: what does the new insurance technology stack look like?

Moderator: Jonathan Swift, Director of Content, Insurance Age

Steve Molloy, Commercial Director, AX

John Banfield, Claims Director, Clegg Gifford

14:35 - 15.15 CASE STUDY: HOW TECHNOLOGY HAS RESHAPED CLIENT EXPERIENCE?

- -How can the right technology improve customer retention?
- -Working in partnership to improve broker's business and accelerate digital capabilities

Ed Halsey, CEO, HUBB Insurance

Kate Cordell, Director, CGI

16.30 SHOW CLOSES

EXPO CLINIC – Compliance Learning and Development

10.00 - 10.40 WORKSHOP 1: FCA COMPLIANCE OVERVIEW

This workshop is ideal for young brokers to learn more about the regulatory environment including:

- Fair value's revolutionary change posed for general insurance
- New consumer duty requirements
- Individual accountability

Sandra MCGreehan, Senior Advisor, Sicsic Advisory

Michael Sicsic, Managing Partner, Sicsic Advisory

10.50 -11.30 WORKSHOP 2: “GETTING FIT FOR SALE”: IS YOUR HOUSE IN REGULATORY ORDER?

Advanced course on M&A approach for sellers

- Meeting regulatory and buyer expectations
- Key lessons learnt from past transactions
- Readiness approach

Michael Sicsic, Managing Partner, Sicsic Advisory

11.40 - 12.20 WORKSHOP 3: UPDATE ON APPOINTED REPRESENTATIVES' REGIME

- Learn about the requirements tightening up the AR regime
- What you need to do as a principal?
- What to expect as an appointed representative?

Sue Mallender, Senior Advisor, Sicsic Advisory

13.45 - 14.25 WORKSHOP 4 - PART 1: REFRESHER SESSION ON SENIOR MANAGERS AND CERTIFICATIONS REGIME (SMCR)

- Get your CPD accredited course on SMCR practical implementation for insurance broking for employees as well as senior managers

Nindy Millett, Senior Advisor, Sicsic Advisory

14:35 - 15.15 WORKSHOP 4- PART 2: REFRESHER SESSION ON SENIOR MANAGERS AND CERTIFICATIONS REGIME (SMCR)

- Continuation of the course

Nindy Millett, Senior Advisor, Sicsic Advisory

13.20 - 16.00 WORKSHOP 5: FCA COMPLIANCE OVERVIEW

This workshop is ideal for experienced brokers to learn more about the changes of regulatory environment including:

- Fair value's revolutionary change posed for general insurance
- New consumer duty requirements
- -Individual accountability

Sandra MCGreehan, Senior Advisor, Sicsic Advisory

Michael Sicsic, Managing Partner, Sicsic Advisory

16.30 SHOW CLOSES

BROKER EXPO SPEAKERS



Ben Howarth
Chief Sustainability Officer
ABI



Bronwyn Claire
Business Partner- Climate and ESG
Solutions
Ortec Finance



Carl Gurney
Renewable Energy Director
Marsh Commercial



Clare Lebecq
Chief Operating Officer
Specialist Risk Solutions



Clive Nathan
CEO-Underwriting
GRP



Daniel Searle
Placement Broker



Debbie Moss
Managing Director - Coventry
Gallagher



Declan Murray
Busines Partner
Willis Towers Watson Network



Ed Halsey
CEO
Hubb Insurance



Grant Georgiades
Managing Director
The Plan Group



Joel Markham
Head of Sales and Marketing
AXA



Karen Donald
Mid Market Development and Delivery
Manager
AXA



Lea Cheesbrough
Managing Director
Movo Partnership



Lynne Norledge
Head of sales
Willis Towers Watson Network



Mairi Mallon
Co-Founder & Chief Executive
Rein4ce



Marcus Meredith
Head of Political Violence and
Terrorism Division
Ardonagh Group



Mark Rigby
CEO
Irevolution



Martyn Denney
Head of Innovation & Investments
AON



Michael Sicsic
Managing Partner
Sicsic Advisory



Nicholas Hartley
Underwriting Manager
AXA

BROKER EXPO SPEAKERS



Nindy Mellett
Senior Consultant
Sicsic Advisory



Paul Reid
Managing Director
Lifesure



Peter Blanc,
CEO
Aston Lark



Phil Williams
Group Chief Operating Officer
Clear Insurance Management



Sandra McGreechan
Senior Consultant
AX



Stuart Randall
CEO
Brokering



Sue Mallender
Senior Consultant
Sicsic Advisory



Toby Clegg
CEO
Clegg Gifford & CO



Jonathan Banfield
Claims Operations Director
Clegg Gifford & CO



Ritula Shah
Journalist and news presenter
BBC



Roshan Choolhun
Head of Exponential
Aventum Group



Graeme Trudgill
Executive Director
BIBA



David Sparkes
Head of Compliance & Training
BIBA



Kate Cordell
Director Consulting Services
CGI



Matt Owen
Senior Training Consultant
Zing365



Scott Bennett
Managing Director,
Bravo Networks



Trevor Allsop
Account Executive
Marsh Commercial



Victoria Canton
Group HR Director
Clear Group

FLOORPLAN



USEFUL INFORMATION



Opening times:

9.00am-16:30pm



First Aid:

First Aid facilities are available in the Organisers Office at the front of the show by the Trade Zone sponsored by AXA



Admission Policy:

Complimentary passes are strictly reserved for UK-based general insurance brokers only. Filming may take place during the exhibition.



Organisers Office:

The organiser's office is situated at the front of the show next to the Trade Zonesponsored by AXA Please do come in and see us if you have any queries about the show.



Cloackroom Facilities:

The cloakroom is available next to the entrance of the main exhibition hall.



Photography:

Photography is permitted at the show for personal and promotional use. Registered delegates and exhibitors may be filmed, photographed or sound recorded for future promotional material.



Exhibiting at Broker Expo 2023:

If you are interested in exhibiting at Broker Expo 2023, please visit the Insurance Age stand.



Toilets:

Toilets are located towards the rear of the hall as well as in the foyer of the Coventry Building Society.

WI-FI



Network: **BROKEREXPO**
Password: **GOBROKERS!**

A-Z EXHIBITORS

Sponsors



The AXA Commercial team is looking forward to meeting and catching up with you at Broker Expo 22! There'll be representatives from across SME, Vantage mid-market, Schemes and Broker Elevate, who'll be on hand to find the right cover and services to help you and your clients go further. So come and join us for a coffee - and don't miss the broker-focused sessions on the Content Zone we're sponsoring, which is right next to our stand.

Trade Zone

Hiscox is a leading specialist insurer underwriting a range of commercial and personal lines risks. We pride ourselves on the relationships we have with our brokers. A relationship built on the integrity of the work that we do, and the expertise that our brokers bring to us.

Together, we can develop an understanding of your clients to create bespoke insurance solutions that meet their needs.

Meet with Hiscox at the Broker Expo and discuss how our team, services and propositions support your needs with one common goal – promoting your business growth. Share your objectives and we'll show you how Hiscox can help.

Come and see us on stand 73 or book a meeting in advance.

STANDS 73

A-Z EXHIBITORS



ABACUS offers a range of standard and bespoke insurance products to our agent base of professional insurance intermediaries.

- Residential Let Property
- Commercial Let Property
- Residential & Commercial Let Portfolios
- Unoccupied Residential Property
- Unoccupied Commercial Property
- Holiday & 2nd Homes
- Terrorism
- Legal Expenses
- Legal Expenses & Rent Guarantee
- Tenants Contents

STAND 61



Acturis is the leading, award winning Software-as-a-Service provider to the insurance industry.

Founded in 2000, we have grown exponentially over the past 20 years. To date, more than 100,000 individuals, in over 40 countries, use Acturis solutions to power their business. We drive innovation in both personal and commercial lines by working closely with brokers, insurers, and MGAs. Our work has helped create and shape the insurance market of today. The Acturis Group includes Acturis SaaS, Nordic Insurance Software (NIS), ICE InsureTech, Acturis Deutschland, Acturis France and Acturis Canada

STAND 101



Backing you where it matters. At Ageas, we want to get straight down to business. Your business. Helping it grow by creating proven solutions that really understand your customers' needs and offer great value. We focus on developing a straightforward partnership with you – founded on good listening, mutual trust and results. We do this because when we get together and think practically, great things can happen. Across home and motor, we're committed to leading the way. We get personal lines. So let's get to work, together.

Twitter: @AgeasBroker

<https://twitter.com/AgeasBroker>

LinkedIn: Ageas Broker

<https://www.linkedin.com/showcase/ageas-broker>

STANDS 109 & 110



American International Group, Inc. (AIG) is a leading global insurance organisation. In the UK, AIG is one of the largest companies specialising in the UK business insurance market. With offices throughout the country, we insure many of the UK's top businesses, thousands of mid-sized and smaller companies, as well as many public sector organisations and millions of individuals. With more than 60 years' experience in the UK we have established an enviable reputation as a dynamic organisation with great cultural diversity. We strive to offer the most innovative solutions for our clients and are committed to helping our clients and our communities reduce risk, recover from setbacks and realise dreams.

STAND 53

A-Z EXHIBITORS



We're ALPS and we make add-ons, add up. We have 25 years of experience in the motor, let property, commercial and personal lines space. Our office is based in Cheshire, and our award-winning legal and claims teams are based in the ALPS office, too - admired by our brokers and respected by their clients. Through our Business Development team, we offer support for your account management, marketing, compliance, and product training needs, to enhance your revenues. We look forward to meeting you at Broker Expo.

STAND 53



Angel Risk Management is a specialist SME insurer and part of the Axa Group of Companies. At Expo this year we highlight our new unoccupied property product. Other products include directors & officer's liability, professional liability, which can be extended to include the office package covers; Cyber liability, standalone terrorism, marine cargo and sports and leisure. Come and meet regional sales and business development representative, Gary Green, unoccupied property and terrorism underwriter, Joe Atkinson and sports and leisure and professional indemnity underwriter, Ryan Luxford, on stand 78, to find out more about what we do and how we do it.

STAND 78



We are specialists in charity, not-for-profit and faith insurance, working only with brokers and intermediaries. Our charity ownership and involvement with key umbrella organisations, has helped us develop bespoke products for these sectors and share expertise with our brokers and customers across many topics.

We also support charities at a local and national level, and are proud to champion the issues that affect the heart of the communities we serve.

See how we can benefit you and your clients by speaking to our team on stand 45 about our wide range of products and online solutions

STAND 45



Applied Systems is the leading global provider of cloud-based software that powers the business of insurance. Recognised as a pioneer in insurance automation and the innovation leader, Applied is the world's largest provider of agency and brokerage management systems, serving customers throughout the United States, Canada, the Republic of Ireland, and the United Kingdom. By automating the insurance lifecycle, Applied's people and products enable millions of people around the world to safeguard and protect what matters most.

STANDS 113 & 114



We're making small business insurance hassle-free by providing brokers with a simple quote and bind process to help boost speed and productivity. Our excellent service, innovative offering and determination to create long-lasting relationships with our partners sets us apart from others. But, most of all, our underwriting capacity is always "A" rated or better. Talk to our friendly team about our Professional Indemnity and SME Package products at Broker Expo 2022.

STAND 84

A-Z EXHIBITORS



ARAG has led the legal protection and assistance market for more than a decade by focusing on three key qualities: Innovation, flexibility and service.

Shunning the one-size-fits-all approach of many providers, ARAG shapes products to the needs of business partners and their clients and works hard to deliver the best claims service, picking up numerous awards as a result.

We're part of the global ARAG Group, which now generates over €2 billion in premium income, annually.

STAND 106



ARM Ltd Captive Management

STAND 76



Why spend time dealing with property claims when Aspray can do that for you?

Aspray are a network of loss assessors who manage property damage insurance claims on behalf of your policyholders, providing an end-to-end service negotiating the settlement directly with the insurer and managing the reinstatement works using vetted contractors.

Giving you the opportunity to provide your policyholders with an award-winning claims management service without the need to sell an add-on.

For more information regarding the Aspray service, visit stand 102.

STAND 102



At Aston Lark, we believe in making life easier for our brokers. So we've launched the Aston Lark Schemes & Facilities hub to bring together all the specialist schemes we offer in one place – helping you access a full suite of solutions to meet the needs of more of your clients.

From motor trades to motor boats, golf clubs to renovators, self-builders to structural warranties, financial lines and challenging-to-place property and casualty risks, our Schemes & Facilities hub will give you the chance to bring in more business, more easily.

STANDS 19 & 20



For over 20 years, AX has been at the forefront of automotive innovation and is an award-winning provider of accident aftercare services.

AX Motor Assist is our specialist end-to-end accident and claims management solution. Available in modular form or as a full 360-degree service, AX Motor Assist supports brokers by efficiently and effectively responding to accidents 24/7/365. We take control of the whole end-to-end claims process to allow fleet, commercial and retail customers to continue operating with minimal disruption.

We can work in partnership to tailor any accident management requirement for you, your commercial partner or retail customer.

STAND 30

A-Z EXHIBITORS



BIBA is the UK's leading general insurance intermediary organisation representing the interests of insurance brokers.

We have around 1800 members, and we receive hundreds of thousands of enquiries per year to our Find Insurance Services, which we pass to insurance brokers who can help.

We are the voice of the insurance broking sector and advise our members, Government, regulators, and other stakeholders on key insurance issues. We also focus heavily on promoting the benefits of using a regulated insurance broker to consumers and businesses via the UK press.

BIBA's values include being approachable, relevant, representative, supportive and acting with integrity.

STAND 16



We open the door to a broad range of personal and commercial insurance products and facilities, together with a wide array of other services and solutions to help your business flourish.

- We connect brokers to a diverse panel of insurers
- We offer personal and commercial insurance products
- There are no fees or minimum support levels
- We can sit alongside existing markets or networks
- We are a division of a Lloyd's broker
- Our innovative approach produces lasting partnerships
- We'll find the perfect pairing

We build real relationships, get to know your business, identify possible gaps and suggest potential solutions to fill them.

STAND 62



Bravo Networks houses is the largest network of independent regional brokers in the UK: encompassing the networks of Broker Network and Compass. Our core purpose is to help grow, protect and support our members, and use our collective strength to help them establish lasting and fruitful relationships with our panel of Insurer Partners. We understand that independent means unique and have designed our flexible proposition structure around what Members have told us they need at every stage of their life cycle.

STAND 68



We're focused on helping make sure our customers leave nothing to chance across the British Engineering Services Group. We're proud to partner with Brokers across the UK who take risk as seriously as we do. Our team of more than 1,000 experts complete the most thorough testing, inspection, certification and asset reliability services to help keep businesses compliant, plant operational and, most importantly, their people safe. What's more, with our growth by acquisition, we're enhancing our suite of risk management services all the time. Quite simply, we've got it covered.

STAND 82

A-Z EXHIBITORS



Broker Insights was founded in 2018 with a vision to transform the commercial insurance market.

Our independent, searchable platform unlocks broker data and enables insurers and brokers to adopt a new way of working.

With over £1.3 billion of commercial GWP within the platform from over 434 broker offices, Broker Insights represents the fastest growing community of regional commercial brokers in the UK, connected by data.

Our technology delivers meaningful change for our broker community, transforming placement management by providing greater visibility of insurers' risk appetites and modernising the way the commercial intermediary market functions.

STAND 57



Brunel Wholesale is a department purely dedicated to insurance brokers. We assist brokers in placing professional indemnity insurance and related liabilities for both them and their clients. Brunel Wholesale is part of Brunel Professions – one of the largest PII brokers in the UK, with over 7,500 clients nationwide and GWP in PII of over £35million.

Brunel is a specialist, independent professional indemnity broker. Both you and your clients can benefit from our wealth of experience and bespoke wordings. place cover for all types of professional firms, specialising in larger and more complex placements, previous claims and high limits of indemnity.

STAND 117



Burns & Wilcox is an independent, globally recognised leader in insurance underwriting, with over 60 offices across the US and Canada, and a further 3 offices in London, Manchester and Birmingham. As an MGA, Burns & Wilcox is recognised for its expertise in five product lines; Property, Casualty, Professional Indemnity, Terrorism & Adult and Child Care services.

The company's aim is to be the right partner now and into the future for its carriers, brokers and clients. We do not believe in "one size fits all"; brokers are met with a 'can do' approach augmented with superior service

STAND 67



Carrolls has evolved over many years, be it through acquisition, a change in market or with new products and teams. From our humble beginnings as a traditional Property & Liability wholesale broker we now boast 3 specialist areas within the business BROKING - UNDERWRITING - ONLINE. Under these banners, you will find many talented individuals each with a unique offering. Carrolls gives you the widest London market solution in a single business. We understand the importance of service and combine this with continued product development and evolution. Our focus is to deliver this to you seamlessly across our product lines'

STAND 27

A-Z EXHIBITORS



Claims Equilibrium Club or CEC for short - are an established industry specialist who are elevating Loss Recovery and Technical Claims Support for all brokers.

Raising the bar and daring to be different, we developed our business to be heard within the market to help brokers serve their clients and enable them to deliver their promises.

The uniqueness our service provides takes away the hassle, risk, stress and pressure that claims events cause. You have access to a Chartered Loss Adjuster as and when you need it plus deriving a valuable income stream for the business. Let's talk!

STAND 119



As pioneers in premium finance, we worked with brokers and customers to provide award-winning service, expertise, and relationships. We'd like to meet with you to discuss how our 45 years of experience, a proven track-record, bespoke training and digital tools can help grow your business and make your customers' insurance more manageable.

STAND 69



Coalition's innovative approach to cyber insurance - combining comprehensive insurance coverage and proactive cybersecurity tools through its digital platform - empowers brokers to provide a leading cyber solution that helps their clients to manage and mitigate cyber risk. Policyholders benefit from access to Coalition's Active Risk Platform which identifies and prevents digital risk before it escalates, along with round-the-clock access to in-house security experts. Created for SMEs, our versatile cyber insurance coverage is backed by Allianz, and offers a limit of up to £10m to businesses with up to £1bn turnover. Visit our booth for a demo.

STAND 118



Cobra Network is an established broker network dedicated to supporting and championing the independent insurance broker, since 2003.

Our market relationships, industry experience, buying power and placement facilities enable our broker partners to compete more effectively in an increasingly demanding marketplace. Whether you're a new start-up or a well-established insurance broker, we are here to support your needs. It doesn't cost anything to join, and membership includes a range of FREE business benefits and services. Plus, you'll enjoy exclusive access to Cobra Network Underwriting and Cobra Network Broking Desk, giving you more choice of products and markets to offer your clients.

STAND 86



Commercial Express are a market leading Managing General Agent providing brokers with a wide range of commercial insurance products. Our team has been delivering the highest quality services, supported by industry knowledge and a strong infrastructure, since 1999. As an MGA, we work closely with a select number of insurers to deliver our customers superior products.

We understand each broker has different requirements, that's why we offer a range of insurance products that can be customised to meet our brokers needs. Our professional team work closely with our customers to make sure that we understand their business and their vision.

STAND 97

A-Z EXHIBITORS

dart COMPLIANCE
LIMITED

dart Compliance Limited is a dedicated General Insurance FCA Compliance Consultancy working with Intermediaries and other Insurance businesses to assist them in meeting their FCA regulatory compliance obligations. With a range of regular subscription services, fixed-price application assistance and a variety of healthchecks using their unique 'REaCH' system, as well as bespoke compliance consultancy they provide expert, regular hands-on help and advice on meeting the FCA rules, which are tailored and appropriate to the individual business.

STAND 42



Decision Time provides Governance and Risk support to a range of financial institutions and other regulated industries across the UK and Ireland. Our cloud-based software can specifically help customers to meet their existing challenges and those looming on the horizon.

Over 300 organisations use Decision Time software to transform their strategic objectives into positive action, with no need for separate board portals, risk registers, or objective management software.

Decision Time is a fully hosted and secure solution available at any time, from any location and on any computer, laptop, tablet or phone.

STAND 10



Direct Commercial offer innovative and sustainable fleet, multi-vehicle and individual vehicle policies for the commercial motor market in the UK & Ireland.

We consider most occupations and offer a portfolio of commercial motor products, but have a particular specialism in Haulage, Courier & Waste/Recycling risks.

Established in 2002, the company has won multiple awards, including most recently the NIA Commercial Lines Insurer of the Year award (2021) and the prestigious 'MGA of the Year' award at the British Insurance Awards (2019). We also pride ourselves on our in-house claims team which was established in March 2017 and has also won several awards for innovation and customer service.

STANDs 88 & 89



Doerr Dallas Valuations – A market leader in Asset Valuations

Professional – Experienced - Independent

Doerr Dallas Valuations is a truly independent and niche Valuation company offering Valuations for Insurance replacement, Probate, Divorce and Tax Planning purposes of Art, Antiques, Jewellery, Silver, Watches, Books, Classic Cars and more.

Our team includes most renowned and internationally recognised valuations specialists working throughout the UK and Europe and we offer such a degree of personal attention that clients could be completely confident in the service they receive.

Visit our website www.doerrvaluations.co.uk

STAND 46

A-Z EXHIBITORS



The legal market has changed profoundly in the last decade and the speed of change continues to increase. There is a clear and growing desire for legal services to be delivered in an easier and more efficient way.

So we've listened to our clients and designed a range of services to meet these needs. Our vision is to deliver integrated legal and business services on a global scale through our three offerings;

Legal Advisory

Premium legal advice and excellent client service. Our teams bring commercial intelligence and industry sector relevant experience

Mindcrest

Outsourced and process led legal services, which standardise, systematise, scale and optimise legal workflows.

Connected Services

Products and business services that enhance our legal offerings

Our ability to seamlessly combine any number of these services to deliver bespoke solutions for our clients is our key differentiator. Our Integrated Legal Management approach delivers greater efficiency, price certainty and transparency for our clients. All of this, without compromising on quality or service.

STAND 51 & 52



Fenchurch Law is the largest specialist team of solicitors in the UK dedicated to serving the needs of policyholders and their brokers. Ranked in Tier 1 by Legal 500, we focus exclusively on representing policyholders in insurance coverage disputes, specialising in high value and complex disputes.

STAND 108



80% of the world's catastrophic flood losses aren't insured. That's \$58bn of uncovered damage, and it's getting bigger each year because of climate change, population growth and urbanisation. FloodFlash is an insurance technology company that combines computer models, cloud software and internet-of-things sensors into flood cover that protects those the insurance industry has left behind.

STAND 65



FullCirc is a Customer Lifecycle Intelligence platform that helps B2B companies in financially regulated industries do better business, faster. Its solutions allow front and middle office teams to win the right customers, accelerate onboarding and keep them for life. Best-in-class data enrichment provides a comprehensive customer view and a powerful, low-code rules engine reduces regulatory burden and drives automation.

FullCirc was formed following the merger of Artesian Solutions and DueDil. Backed by top-tier investors including Octopus Investments, Notion Capital, Augmentum Fintech and notable angel investors, FullCirc brings together decades of experience. Today, it serves some 600 customers and 15,000 users.

STAND 98

A-Z EXHIBITORS



From construction and commercial to agriculture, leisure, and protection, Geo's diverse range of specialist product lines from Marine & Leisure, Sports, Leisure & Entertainment, Legal Expenses, Thames, Lorega, P&P, Lutine, BNU and PIUA, span multiple business sectors and cover everything from product creation and capacity placement to distribution and claims management services.

STAND 55



We are Hamilton Bond. A dedicated team of expert claims consultants committed to supporting insurance brokers and their clients throughout the UK.

Our specialist knowledge and extensive experience means we offer expert advice and create innovative solutions. We typically handle claims from £25,000 up to many millions, dealing with both private and commercial clients, ranging from small enterprises through to large multi-nationals.

At Hamilton Bond we do everything we can to support our clients, making us who we are today, leaders in the claims industry with an excellent reputation and track record - always striving to achieve the best results for our clients.

STAND 90



As one of the leading providers of high net worth insurance in the UK since 1995, Home & Legacy is delighted to be exhibiting at Broker Expo Coventry 2022.

Come and talk to our team on stand 111 to find out how we have been developing our brand, our business, and what's new for Home & Legacy.

STAND 111



HSB is a leading specialist provider of engineering and technology insurance, inspection services, and engineering-based risk management in the UK and Ireland.

With over 150 years' experience, HSB is built on a foundation of technical risk knowledge and expertise. HSB's specialist underwriting offers a broad range of insurance covers including construction; computer and cyber; equipment breakdown; and energy efficiency,

whilst its engineering experts provide inspection and consultancy services that reduce equipment risks and aid compliance.

We're looking forward to discussing opportunities of how we can work together at Broker Expo 2022, come and visit our experts on stand 37.

STAND 37



HUG HUB provides a fully customisable, customer-centric insurance technology for insurers, brokers and other insurance retailers.

The platform unifies disparate existing core systems, regardless of back-office infrastructure and product-mix, to provide an aggregated view across a full range of insurance products and services. Using the best of new technology HUG HUB presents a seamless, omnichannel experience that transforms agent interaction and customer engagement, improves efficiencies and increases business growth.

Our experienced consultant developers work with our clients to create an easy-to-use, flexible and scalable solution that harnesses the full power of customer data, delivering competitive advantage and improving performance.

STAND 79

A-Z EXHIBITORS



Ignite provides cutting edge, SaaS-based Policy Administration Platforms to general insurance brokers, direct MGAs and direct insurers. The Ignite system delivers end-to-end policy management, from quote & buy online with customer self-service, to bespoke schemes or full-cycle products. Ignite uses a single shared code base: all clients get an upgrade every two weeks. Ignite, which provides for dozens of clients across the UK, was acquired by Verisk's Sequel in 2021, giving Ignite access to global resources, infrastructure and insurance expertise. For more information visit www.ignite.systems.

STAND 81



Integra Insurance Solutions Ltd (Integra) is delighted to be exhibiting at Broker Expo. We are a UK based MGA that specialise in home insurance and offer meaningful solutions for brokers, schemes, affinities and the insurtech community. As part of the Talanx Group we offer first class security through our parent Hannover Re and our capacity provider HDI Global Specialty.

Please join us at our stand to learn more about Integra.

STAND 13



We offer:

- a simple and easy to use product, backed up by excellent personal service
- no default fees or hidden charges
- no volume commitment to use our product
- simple & easy to use online portal

We aim to provide you with exceptional service and support, provided by our dedicated IPF team; we've been described as a "breath of fresh air" by the brokers who are already placing business with us.

STAND 50



Insure Apps are the BIBA endorsed claims app provider. When an incident occurs key data is often missed out and any information gathered is often delayed in being delivered to the broker. Using either Claims Made Easy or a brokers own white label app, the client can be guided through a claims situation and submit the claims data in only a few minutes.

Our market leading claims app technology features like DVLA look up, GPS map confirmation, photographs, voice to text and more. When used, it can save your clients thousands of pounds a year.



For over a decade, iprism has been delivering quality insurance solutions to UK brokers. Our highly experienced underwriters work closely with our brokers, treating each case separately and with flexibility. Our Commercial and Private Clients products are all underwritten by UK-based, rated insurers. That, combined with our market knowledge, makes iprism a successful insurance provider. Our online portal is available 24/7. This reactive and simple-to-use system, along with our exceptional service, enables brokers to serve their clients with peace of mind.

STAND 115

A-Z EXHIBITORS



JLU has been an independent MGA since 1991 supporting brokers with a wide range of niche products including our BIBA endorsed Holiday Travel+, Sports Travel+ and Motor GAP insurance.

Our flexible approach means that there has never been a better time to come and talk to us about getting access to our wide range of products or support for a new or an existing scheme.

We are especially keen to talk to brokers about our new capacity for Group, Individual and Sports Personal Accident Insurance Including Motorsport & Track Day.

Come and meet the team at stand 93 to find out how to propel your business to the next level and have the chance to take away one of our Rocketbooks.

STAND 93



Our Jensten Wholesale representatives will be on hand to discuss our wide range of products and services:

- Jensten Underwriting: Launched in 2022 and formed by bringing together a number of high-quality MGAs under a single brand to create a dynamic and forward-thinking MGA. Visit <https://www.jenstenunderwriting.co.uk/> for more information.

- Jensten London Markets: Launched in 2022 by bringing together two established brokers with a rich history and pedigree – Senior Wright and Tasker & Partners. Visit <https://jenstenlondonmarkets.com/> for more information.

STAND 35 & 36



We are part of the Kelliher Insurance Group, a Top 50 independent broker.

Based in the heart of the City, we are Lloyd's of London accredited broker with access to a wide range of markets.

We build long-lasting relationships with regional and independent brokers who benefit from our specialist knowledge, and the one-to-one service that our account management structure guarantees.

Talk to us about construction, professional indemnity, property owners, media and entertainment and over 300 other types of business.

STAND 112



For nearly 30 years, Kindertons has helped over 1.5 million motorists get back out on the road, learning from each claim along the way and evolving our proposition to deliver the market-leading claims service we offer today.

Our mission is to deliver innovative and industry-leading insurance products and claim services that offer real value, support and protection to customers – when they need it most.

With an extensive portfolio of insurance products, including our recently enhanced, Defaqto five-star rated Motor Legal Expenses policy, we provide the highest levels of protection and peace of mind for customers should the unexpected happen.

STAND 29

A-Z EXHIBITORS

KINGSBRIDGE

Struggling to place Contractor and SME risks? We can help!

With 1,000+ job roles covered across our schemes, we'll help you expand your reach. We offer quick and affordable cover for the following industries:

- Engineering
- Construction
- Offshore, Energy, Oil & Gas
- Banking & Finance
- IT & Telecommunications
- Media & Creative
- Nuclear
- Automotive

STAND 105



We're the best insurance employer in the UK, with an award-winning culture and ambitious growth plans. We're transforming commercial insurance broking for brokers and clients. Great insurance brokers need to have state-of-the-art tools and supportive peers, but also to be trusted in front of clients and the market. Which is why we've adopted a new, innovative way of running our organisation. We're recruiting brokers right now so visit us to find out more.

STAND 49



LexisNexis® Risk Solutions harnesses the power of data and advanced analytics to provide insights that help businesses and governmental entities reduce risk and improve decisions to benefit people around the globe. We provide data and technology solutions for a wide range of industries including insurance and financial services. Headquartered in metro Atlanta, Georgia, we have offices throughout the world and are part of RELX (LSE: REL/NYSE: RELX), a global provider of information-based and analytics and decision tools for professional and business customers.

STAND 31

LLOYD'S

Lloyd's is the world's leading marketplace for commercial, corporate and specialty risk solutions. Through the collective intelligence and expertise of the market's underwriters and brokers, we're sharing risk to create a braver world.

The Lloyd's market offers the resources, capability, and insight to develop new and innovative products for customers in any industry, on any scale, in more than 200 territories.

We're comprised of more than 50 leading insurance companies, over 350 registered Lloyd's brokers and a global network of 4,000 local coverholders. Behind the Lloyd's market is the Corporation: an independent organisation and regulator working to maintain the market's successful reputation and operation.

STAND 85

A-Z EXHIBITORS



Serving a global client base in over 70 countries, Lonmar Global Risks & Ropner Insurance provide access to specialist underwriters and insurance capacity in London and other leading markets, worldwide.

Our drivers are partnership, passion and service. Combining the specialist expertise of our experienced broking teams with strong, trusted insurer relationships, provides innovative risk solutions that are structured to client needs.

Creating tailor-made or bespoke solutions, including bringing new products to the market, our dedicated teams have the expertise and innovative approach that means we have a reputation for delivery and “getting the job done”.

STAND 43



Expert Help. With over 30 years' experience helping policyholders achieve the quickest and fairest settlement of their claims, Lorega has a strong reputation for delivering professional and expert services, based on high levels of customer service. Our clear understanding of the needs of consumers has helped us launch a range of assistance products, providing SMEs and homeowners with valuable advice and expert services following disasters that significantly upset their businesses and daily lives. Our products include Loss Recovery Insurance.

STAND 92



Manchester Underwriting Management is a specialist underwriting agency providing quality products with quality capacity. We deal only with insurance brokers in the UK and around the world. Brokers deal directly with our experienced underwriters, which means we can provide a first class service on both underwriting and claims.

MUM Products:

- Professional Indemnity (with EL/PL)
- Liability
- Cyber
- Management Liability
- Directors & Officers Liability

Come and talk to MUM so we can help you win business.

STAND 77

A-Z EXHIBITORS



Markel UK is a SME-focused insurance provider, who delivers innovative and bespoke insurance solutions to UK businesses.

Committed to exceptional results and business-changing growth within the specialist sectors it operates in, Markel knows it's not enough to simply think like an insurer. That's why Markel's insurance solutions are complemented by a range of professional tax and law services to help your business grow. This forms a key part the Expect More promise Markel makes to its customers.

Come and speak with our team to learn more about Markel's eTrade capabilities, the realities of the PI market and growth opportunities through its specialist sector propositions.

These solutions are designed to give you true differentiation, backed by 'A' rated financial strength and a five-star rated claims team.

Let's talk! Visit stand 83 to discover more about Markel's market-leading solutions for UK SMEs.

STAND 83



Markerstudy is an accredited Investor in People - Gold, with more than 5,500 employees.

Established in 2001, the group includes the UK's largest MGA, Markerstudy Insurance Services Limited, which supports over 1,000 broker partners and protects millions of policyholders with a comprehensive range of products, from standard screen-rated to the very niche and hard to place manually underwritten risk.

Other sectors within the group include the recent acquisitions of Co-op Insurance's underwriting business with a 13-year partnership to provide home and motor insurance products under the Co-op brand, Clegg Gifford and BGL Insurance. Also included in the Group are complementary businesses Auto Windscreens, VisionTrack and Vision Vehicle Solutions and the Markerstudy Broking division, which comprises a number of a variety of insurance brands including The Insurance Factory – one of the UK's largest pet insurance platforms.

STAND 8



MGB Insurance Brokers

Specialist Professional Indemnity Wholesale Broking

MGB are one of the few London-based, specialist PII wholesale brokers with direct access to the Lloyd's of London and company markets. We handle a wide range of premiums and professions, supporting brokers across the UK.

Our expertise in arranging Professional Indemnity, Directors & Officers, Management Liability, Financial Institutions and Medical Malpractice is complemented by our experienced and 'hands on' claims team, that supports both you and your clients.

For years brokers have been turning to us to partner with them to access the benefits and markets we can offer.

STAND 116



Mi-Property is a wholesale provider of property owners' insurance to brokers across the UK. Mi-Property is a division of Mi-Specialty which is part of the Lloyd&Whyte Group. We offer over 45 plus years experience and are now one of the leading wholesale insurance providers in the UK.

STAND 70 & 71

A-Z EXHIBITORS



Modus, a digital-first MGA fusing cutting-edge technology with traditional insurance disciplines to deliver forward-thinking, data-driven products.

- Residential Property
- Commercial Property Owners
- Unoccupied Commercial Property
- Short-term Residential Property - offering cover from 1 to 28 days
- Flood Excess – Commercial & Residential risks

www.trymodus.com our niche, fully automated, online, trading platform created exclusively for UK insurance intermediaries.

24/7 online access to competitive, property insurance quotations and full-cycle policy management all supported with point of sale of documentation.

The widest possible underwriting footprint with the minimum number of questions.

Delivering simple, secure, speedy solutions for insurance intermediaries and their property insurance customers.

STAND 28



MS Amlin Insurance is a specialist P&C insurer. As experts in risk, we understand the unique challenges faced by our clients and partners. With a desire to provide an unparalleled service experience, we work closely with our clients to deliver bespoke and digitally traded solutions to meet their insurance needs; at MS Amlin Insurance we turn risks into opportunities

Stand 120



NBS Underwriting is an ambitious MGA that provides competitive and market leading insurance products that give our broker partners a competitive advantage. We know the speed of obtaining quotations is the key to winning business – so we've built ours around it.

We have been underwriting since 2011 and have established ourselves as experts in the specialist markets we cover. In a sector where capacity is not guaranteed we offer consistency to brokers that is unrivalled in our field. <https://nbsunderwriting.co.uk/wp-content/uploads/2022/09/NBS-TUS-Brochure.pdf>

Stand 75



NMU is an award-winning provider of insurance solutions across a range of product lines.

We are the first choice for brokers, whether they are looking to secure the widest levels of cover available on straightforward wordings or for tailor-made or innovative solutions.

Our team of professionals based across the UK, provides customers with an in-depth product knowledge and a real personal service. At the heart of our business are competitiveness, service, attention to detail, innovation, flexibility and the fair treatment of customers.

STAND 23 & 24



A-Z EXHIBITORS



If you're an entrepreneurial broker, you'll identify with the frustration of being slowed down by things outside of your control; like the endless time spent re-keying data into multiple portals, slow response times from insurers, clunky software and competition from comparison sites and direct insurers.

Nuworks knows the pain you feel, which is why we're delivering new ways of working to the insurance sector. Our BrokerCentral platform makes it easier for you to win more clients in less time by automating the processes needed to power your brokerage. All for less than the price of a cup of coffee!

STAND 20



Oakleaf Claims have been working on insurance losses and helping policyholders with their insurance claims since WW2 and we are now in the 8th generation of family ownership. We are a highly reputed company and extremely well regarded across the industry as Claim Specialists and retain an enormous amount of experience in all manner of different types of claims. Our approach is respected by both domestic and commercial policy holders, insurers, estate and managing agents, loss adjusters and brokers.

STAND 94



Open GI is known as the insurance technology partner that goes beyond. Our configurable and customisable software is trusted by insurers, brokers and underwriting agencies. We work together with our partners across the UK and Ireland to develop technologies that not only solve problems, but also present new opportunities for our customers.

Our experience has given us the expertise to develop the digital technology solutions our customers need. Our Core and Mobius broking platforms can deliver for you, allowing simple integration with our diverse partner network.

STAND 12



Open Underwriting are an MGA specialising in providing insurance solutions for niche SME Contractors. We aim to provide competitive premiums whilst offering superior specialist insurance coverage. Our underwriters have experience and authority, and our quotes are exclusive. We consistently look to provide you with efficient solutions for your client's by providing you with the right cover at the best available price. We have a truly national footprint and it is our responsibility to deliver first class service to our clients. Our team pride itself on building relationships across the UK and are committed to putting our client's needs first.

STAND 107



Pathway is a cloud-based property and casualty insurance brokerage (P&C) solution, which helps manage and streamline client-facing communications using emails, texts, and document delivery.

Key workflows include prospect nurturing, welcoming new clients, pre-renewals, questionnaires, document delivery, quote follow-ups, claims notifications, cross-sell, referral requests, Google reviews, billing notifications, and more.

Also available is a brokerage-branded client portal. Website visitors can chat with staff or log in and access their own policy documents or digital ID cards or make a payment.

Book a demo: <https://calendly.com/dana-velimirovic/60min>

Website: <https://www.pathwayport.com/>

STAND 95

A-Z EXHIBITORS



P J Hayman & Company is a specialist Travel Insurance and Schemes provider founded in 1990. Our aim is to allow customers to travel, with confidence.

We constantly improve our schemes to keep up with trends in travel and our customer's needs.

Our innovative travel insurance products include:

- Travel Plus: a retail scheme with wide cover and high limits.
- Free Spirit: cover for medical conditions with no age limits.
- Adventures: for hazardous activities and work abroad.
- TUMC: top-up cancellation cover up to £20,000 per person (£100,000 per policy).

Meet the team on stand 18.

02392 419 050 | info@pjhayman.com

STAND 18



As an industry owned organisation, Polaris exists to enhance digital trading for the benefit of the UK general insurance industry. Our solutions enable the industry to build, control and distribute at scale any digital insurance product across multiple channels.

Our products include the industry's digital trading Standards, the UK's most widely used rating engine ProductWriter, and imarket, the digital trading platform for commercial insurance.

Visit us at stand 100 to learn how Polaris products can support your business.

STAND 100



Premium Credit Limited is an award-winning provider of speciality finance and payment solutions, lending over £4 billion per annum to over 2.1 million customers through over 3,000 partners in the UK and Ireland.

STAND 99



Long established and highly trusted across UK and Ireland for non-standard and bespoke insurance products, we take a partnership approach to understanding the needs of our Brokers' and their customers.' For 25 years we have been enabling Brokers of diverse size and scale to compete in the highly dynamic non-standard marketplace with our niche Home and Motor insurance solutions. An award-winning MGA, our 130-strong team of experts are efficient, flexible and approachable. Your partner in insurance underwriting, we provide tailored, competitive products with wide and varied risk appetites specifically for the non-standard and harder to place motor and home risks.

STAND 104



We are Q Underwriting, a specialist MGA providing more than 30 niche commercial lines products across 3 divisions:

Casualty & Construction, Motor, and Property & Package.

A robust and reliable partner for brokers, we work with several A rated insurers and write more than £100 million of premium under delegated underwriting authority. All our products are developed in-house by an experienced team of insurance professionals.

Our products are available through one common TOBA. When you trade with Q Underwriting, you have access to more than 150 dedicated colleagues, who have decades of experience trading in niche commercial markets.

STAND 87

A-Z EXHIBITORS



QBE helps businesses build resilience through risk management and insurance.

QBE European Operations is part of QBE Insurance Group, one of the world's leading international insurers and reinsurers and Standard & Poor's A+ rated. Listed on the Australian Securities Exchange, QBE's gross written premium for the year ended 31 December 2021 was US\$18.5 billion.

As a business insurance specialist, QBE European Operations offers a range of insurance products from the standard suite of property, casualty and motor to the specialist financial lines, marine and energy. All are tailored to the individual needs of our small, medium and large customer base.

STAND 41



Established in 2005, Quotezone.co.uk is one of the leading price comparison sites in the UK, catering for over 70 insurance markets. We supply new customers to brokers and insurers throughout the UK, either by displaying their rates on our online comparison systems, or by passing live enquiries direct to their sales team in a wide range of personal, leisure and commercial lines. The bespoke nature of each relationship ensures our 400+ partners get the right customers, at the right time, and at a level that suits their team. So visit us at stand 39 and start boosting your business today.

STAND 39



RPost UK are looking forward to being back at Broker EXPO 2022 and we'd love to meet you. Stop by Stand 5 and find out what is new!

Whether you're dealing with customers, brokers, or colleagues, managing documents, sending emails and signing agreements are part of the parcel of working in the insurance industry.

- Digitalise all your paper and postal communications
- Provide a protected secure chain of email communication
- Prepare, sign and manage your agreements from anywhere in the world
- Legal proof of email delivery, content, time and compliance
- FCA and GDPR compliant

RMail and RSign is easy to use and trusted by over 25 million people worldwide.

STAND 5



SCHEMESERVE

SchemeServe is insurance software like no other. Hosted in the cloud for MGAs, brokers and insurers, SchemeServe offers unique flexibility; tailoring itself to any size, any scheme and any need. Alongside game-changing features (including our brand new integrated accounting) the software specialises in super-fast scheme deployment. Bring the skill in-house and train your team through our SchemeServe Academy, or have your products built by our award winning Obsessive Support™ team. SchemeServe is a member of the BIBA Insurance Technology & Innovation Committee (ITIC) and proudly Carbon Neutral.

STAND 54

A-Z EXHIBITORS



Sicsic Advisory is a London based boutique consultancy, focusing on financial services risk and regulation. The 20 -strong team has a unique combination of expertise gained through direct industry experience, consulting roles and regulatory supervision leadership role in the UK insurance market.

Sicsic Advisory assists Boards and Senior Management on financial, operational and commercial resilience with the objective to deliver sustainable business models.

Sicsic Advisory was founded in 2019 by Michael Sicsic, a senior executive in the field of risk and regulation and former head of supervision for the UK general insurance retail sector at the Financial Conduct Authority.

STAND 17



At Sedgwick we have been providing services to brokers, retail insurers, Lloyd's and London market businesses and corporate companies in the UK for over 100 years. Whether you want loss adjusting, third party administration or complementary support services, we have the people and technology to help make claims easier for everyone.

Our unique Broker 1 service provides you with local points of contact for immediate help with your clients' claims. Your Broker 1 advisor, or local practitioner, will help bridge the gap between all parties and then connect you with individual specialists within our business.

STAND 96



SJL Insurance Services is an innovative, forward thinking underwriting agency and Lloyd's broker with clients located worldwide. We provide fantastic service and products to a large number of intermediaries throughout the UK.

Specialising in property we underwrite our own schemes for vacant or let, commercial or residential risks.

In addition we can assist in placing pubs, restaurants and takeaways and most other hospitality/entertainment venues as well as shops, offices and surgeries on our in-house scheme. We are also seen by our partners as a go-to provider for beauty, tattoo and hairdresser risks as well as construction and financial lines.

STAND 80

SPRING

Spring is the coming together of a team of people who know what it takes to build and run MGA the right way.

We invest in relationships for the long-term. From brokers, to capacity providers, to our clients, people and teams – we make sure everyone knows we're in it together, and for many years to come.

We underwrite complex risks the way they should be written – balancing what's put in front of us and being responsible for the capacity under our control. It's a formula that delivers policies clients can count on and sustained success for us and our partners.

STAND 44

A-Z EXHIBITORS



As the leading global supplier of technology systems and software for the insurance industry, our role is to help brokers, insurers, and MGA's operate more efficient business. We continually strive to be the best we can be and are committed to helping our customers achieve the same. Our commitment to innovation and customer service means that as markets change, and insurance businesses become more agile so do we and so do our solutions. Whether you're a global insurer, an MGA, a high street broker or a start-up, we can be trusted to support you on your journey, whatever the destination.

STAND 66



Stubben Edge Group specialises in creating innovative products and technology for the financial services and insurance industries.

With a private client heritage and backed by Lloyd's Names, the group has expanded to building systems, technologies, and cutting-edge analytics. The result? A new distribution portal that's the only single, networked system for IFAs, brokers and ARs looking to really grow their businesses.

STAND 58



Sutton Specialist Risks Ltd chartered insurers are a specialist wholesaler and MGA, trading exclusively with brokers for over 30 years, offering a range of liability led schemes for contractors;

- Security and Fire
- Electrical, Refrigeration, Ventilation & Air Conditioning
- Home Automation
- Cleaning
- Renewable Contractors
- Facilities Management
- Interiors
- Drain Cleaning
- Pest Control

Schemes are written on bespoke wordings, offering wide cover at competitive terms, backed up by excellent knowledge and service. Quotes can be submitted online via the SSR Combined e-trade facility.

SSR also offer standalone Airside Public and Products Liability and open market Excess of Loss solutions for a wide range of risks.

STAND 26



Tokio Marine HCC is a leading specialty insurance group conducting business in approximately 180 countries and underwriting more than 100 classes of specialty insurance. Our products and capabilities set the standard for the industry, as many of our approximately 3,600 employees are industry-leading experts. Tokio Marine HCC is part of Tokio Marine, a premier global company with a market cap of approximately \$40 billion.

* Figures as of 3/31/2022

STAND 9

A-Z EXHIBITORS



We are a specialist insurance underwriting agency providing quality products backed by high-rated insurers. We can support brokers with niche, hard to place risks as well as general insurance via our accessible and experienced Underwriters or through our online Broker Portal.

We specialise in four key areas: property & commercial, liability & construction, hospitality & leisure and travel & tour. We also offer schemes and DUA management, including portfolio transfers.

STAND 25



In a dynamic world, your clients need insurance protection they can trust. We cover a wide range of specialist business classes and can help protect a company as it evolves – so your clients can focus on driving their business forward.

Travelers wrote the first auto insurance, aircraft liability insurance, and personal accident cover for astronauts. We are backed by more than 160 years of experience and financial strength, and we continue to be among the world's leading commercial property casualty insurers.

Come and speak to our Distribution team about our eTrade capabilities as well as all other lines of business.

STAND 63



The Underwriting Specialists Limited 'TUS' is an approved Coverholder at Lloyd's, based in Hitchin, Hertfordshire. With a wide range of London Market experience within our team, TUS are predominantly focused on underwriting professional indemnity 'PI' insurance.

Our PI product covers damages to professionals and their clients, with a range of coverage options and a comprehensive policy. It is open to an array of UK based SME's, including architects, design & construct risks, engineers, property professionals (inc chartered surveyors) and miscellaneous risks. This competitive product is underwritten on behalf of Accelerant, offering limits up to £5M both in the aggregate and any one claim. We pride ourselves in our flexible and efficient service with all submissions thoroughly reviewed by a dedicated underwriter to ensure the best terms are offered.

Accelerant is built by senior insurance industry veterans with experience with program carriers, reinsurance and program administration. It's earned an AM Best rating of A- (Excellent). It's reinsured by a panel of the best reinsurers in the world. And it's backed by Altamont Capital.

STAND 64

A-Z EXHIBITORS



United Legal Assistance is a Claims Management & Legal Expense Insurance Provider who not only provides an exceptional, unique service, but thrives from building lasting relationships with our Brokers. Professional people want to deal with likeminded professional people who can be trusted, and share their core values. If the following resonates with you, United Legal is the ideal company to create a long-term successful solution for your client's needs.

Partnering with United Legal is the ideal way to:

- Provide your clients with an exceptional Claims Management service
- Have access to numerous add-on Insurance Products
- Build lasting, loyal Business Relationships
- Establish trust within the Motor Claims Industry and our Services
- Work with a family run, personal business who tailors to your needs
- Stand out and leave a lasting professional, trusted impression with your clients
- Purchase Legal Expense Insurance Products at a competitive price

STAND 103



Vasek are specialist insurance provider for landlords, residential, commercial & unoccupied properties. They have been providing property insurance since 1998, understanding the day-to-day needs and challenges of the modern insurance broker.

Our Business Development Managers will be on hand to discuss our products and services at stands 32 and 33.

Our areas of Expertise/Cover includes:

- Bespoke broker trading platform
- All types of property insurance including unoccupied
- Standard and non-standard including previously subsidised, construction etc.
- Dedicated Account Manager

Differentiator(s) & Unique Benefit(s):

- 5 Star defaqto cover across multiple policies which include;
- Landlord Tenanted Property Insurance
- Uk Holiday and Second Homes insurance
- Standard and Non-standard home insurance
- Private client high net worth home insurance
- In house underwriters
- Referral turnaround under 2 hours
- 12 month interest free direct debit

STAND 32 & 33

A-Z EXHIBITORS



WTW Networks deliver Growth through Partnership

WTW Networks deliver growth to our Network Members . WTW Networks offers exclusive ,enhanced insurer solutions , CPD accredited free training through our Business School as well as in-house free Digital Marketing Consultancy. The backing of WTW provides a real opportunity to be a regional Independent Broker with global reach. WTW Networks is a business family, focused on the growth of its Network Members, we recognise the individuality and work at your pace to achieve your aspirations. WTW Networks are the business family that puts you first.

Visit stand 38 to find out more.

STAND 38



Zywave leads the insurance tech industry, fueling business growth for our partners with the most expansive portfolio of sales management, client delivery and content solutions tailored specifically to UK insurance businesses. By offering an all-on-one platform with an online client servicing solution and the most comprehensive content library available, we empower our partners to make smarter business decisions throughout the entire customer lifecycle in service of greater risk management and business success for the insured.

STAND 91

SEE YOU IN 2023

at the NEC, Birmingham

12 October 2023

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