



FeRFA AGM 2010

Insurance Presentation

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Agenda

- Who are COBRA Insurance Brokers Ltd
- Why choose COBRA Insurance Brokers Ltd
- New Insurance Covers
- More than just insurance
- Checking contracts
- Insurance backed guarantees
- Bonds
- The Future

Who are COBRA Insurance Brokers

- ✓ COBRA have been established for over 100 years
- ✓ COBRA are a National Insurance Brokers with 6 offices across the UK, including a City office
- ✓ COBRA are in the top 40 UK brokers
- ✓ COBRA manages over £400m of premium annually
- ✓ Professional & experienced at providing innovative solutions to insurance needs

Introduction

- ✓ COBRA and FeRFA have worked together in Partnership for 6 years.
- ✓ COBRA currently look after 24 members
- ✓ COBRA contribution just over £3,000 a year towards training & apprentice schemes
- ✓ COBRA sponsor annual awards

Why choose COBRA?

- ✓ COBRA are different to your conventional Insurance Broker.
- ✓ We pride ourselves on getting to know you and understanding your business
 - Visit your premises and talk to you about your business
 - Comprehensive review of your current insurance
 - Identify any potential areas of exposure
- ✓ We will make you feel valued as a COBRA customer
- ✓ COBRA have specialist expertise and understanding of the Resin Flooring Industry

Why choose COBRA?

- ✓ COBRA are able to help with all your insurance needs
 - Public & Employers Liability
 - Contract Sites
 - Premises & Loss of profits
 - Vehicles
 - P.I & D&O
 - Bonds & Guarantees
 - Travel
 - Personal Accident
 - Financial Services
 - Personal Lines

Why choose COBRA?

✓ Money!

- . We will always look at finding you ways to save money
 - . On average we save members in excess of 10% of their annual insurance spend
 - . This saving goes straight back onto your profit
- ✓ Over the past few years we have surprised many members with our advice and service..

Real Life examples

Price

- FeRFA member used local broker for 15 years, COBRA made a saving of 38% (£80,000)
- FeRFA member used broker for 10 years, COBRA made a saving of 21% (£8,000) & negotiated wider cover
- Over the past three years COBRA have saved each member significant financial savings

Real Life Examples

Cover

- ✓ FeRFA member had a flammable liquids exclusion in their policy, they were unaware of this!
- ✓ FeRFA member worked at Airports, however, policy excluded work at this location!
- ✓ FeRFA member policy did not cover them to work in factories as they used a Self Employed Liability Policy!

Just a few examples of what we have found in the last few months. Are you adequately insured?

New Insurance Covers

- ✓ New product underwritten by Allianz
- ✓ Business Interruption Extension – Contract Sites
- ✓ Two year Rate Fix Agreements
- ✓ Low Claims Rebate – Up to 10% of your premium back
- ✓ Territorial Limits – Worldwide Exc. N America
- ✓ Hazardous Premises Exclusion
- ✓ Terrorism – Contract Sites
- ✓ Fidelity Guarantee (Theft by employee)

MORE THAN JUST INSURANCE FOR FeRFA

Personal Protective Equipment

- ✓ Major Expense for all Members
- ✓ Significant Benefit to Insurers
- ✓ Every New Policy and Liability Renewal will receive a voucher for PPE

Premium	Voucher Value
Up to £5,000	£250
£5,001 - £10,000	£500
£10,01 - £15,000	£750
Over £15,000	£1,000

Check Your Contracts

- ✓ JCT Contract Revised in 2009
- ✓ Insurance is mentioned on numerous pages
- ✓ Now includes Professional Indemnity, Performance Bonds and Product Guarantee
- ✓ Do not sign contracts without reading them
- ✓ COBRA offer a FREE contract checking service for our clients

Insurance Backed Guarantees

- ✓ IBG are increasingly being sought
- ✓ Provide long term security for customers
- ✓ IBG offer you a differential from the competition
- ✓ Initial enquiry responded to in less than 24 hours
- ✓ 2 weeks lead in before contract starting

Do you have a Niche product or business area we can work with you on?

Performance or Retention Bonds

- ✓ Frequently requested in Contracts
- ✓ Bonds are normally 10% of Contract Value
- ✓ Insurance Bonds can be more financially beneficial than Banks
- ✓ Minimum premium £1000 + IPT (£67k contract value)
- ✓ More effective use of capital
- ✓ Simply need a copy of your Report & Accounts & a Bond proposal form

The future of COBRA & FeRFA

- ✓ COBRA will pay £3,250 this year towards training
- ✓ Increase FeRFA premium spend by
 - ✓ £50,000 we will pay an extra **£2,000**
 - ✓ £100,000 we will pay an extra **£5,750**
- ✓ Continue to grow & develop long term working relationships with FeRFA Members

To summarise

- ✓ COBRA have financial security, national presence & professional reputation
- ✓ Appointed Insurance Broker for FeRFA
- ✓ Looking to develop and support training & apprentice schemes
- ✓ Make sure you are adequately insured
- ✓ Help you win contracts with IBG & Bonds
- ✓ Value you as a customer & provide high levels of service

Like what you have heard today?

Why not give us a try?

Are you one of the 75 members
missing out?

Any questions?