

IAAT Conference

**Could a Mutual be a Solution for IAAT
Members' Insurance Needs?**

Insurance.
Redesigned.

Why look at other options to insurance?

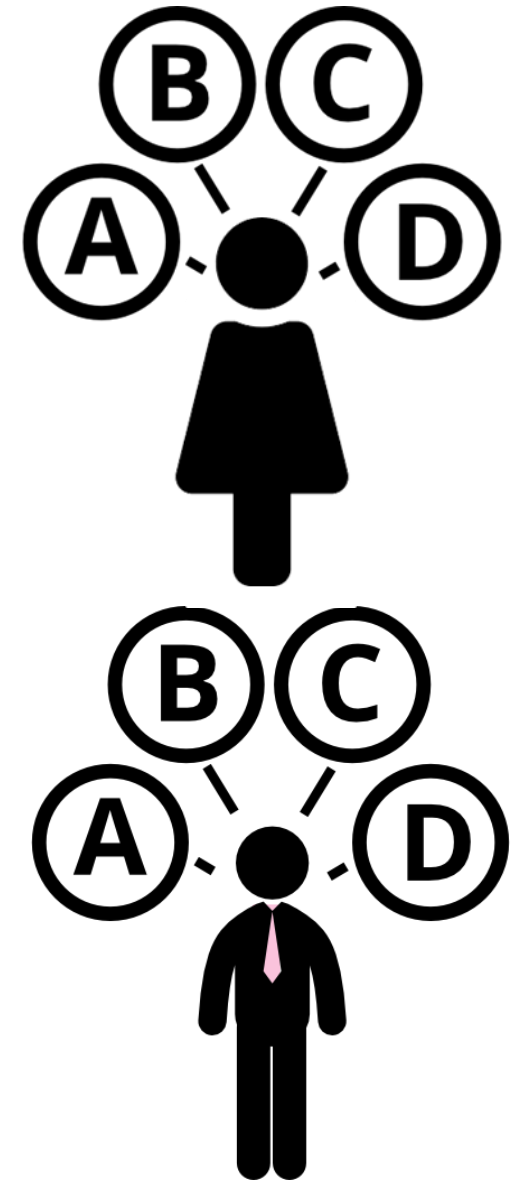
- Insurance Market Premium Hikes
- Lack of Real Competition
- Certain Risks (e.g. Liability) Difficult to Place
- Cover Restrictions
- Insurers' Needs v Clients' Needs
- No control over claim outcomes / economic settlements

Is it time to look at an alternative approach?

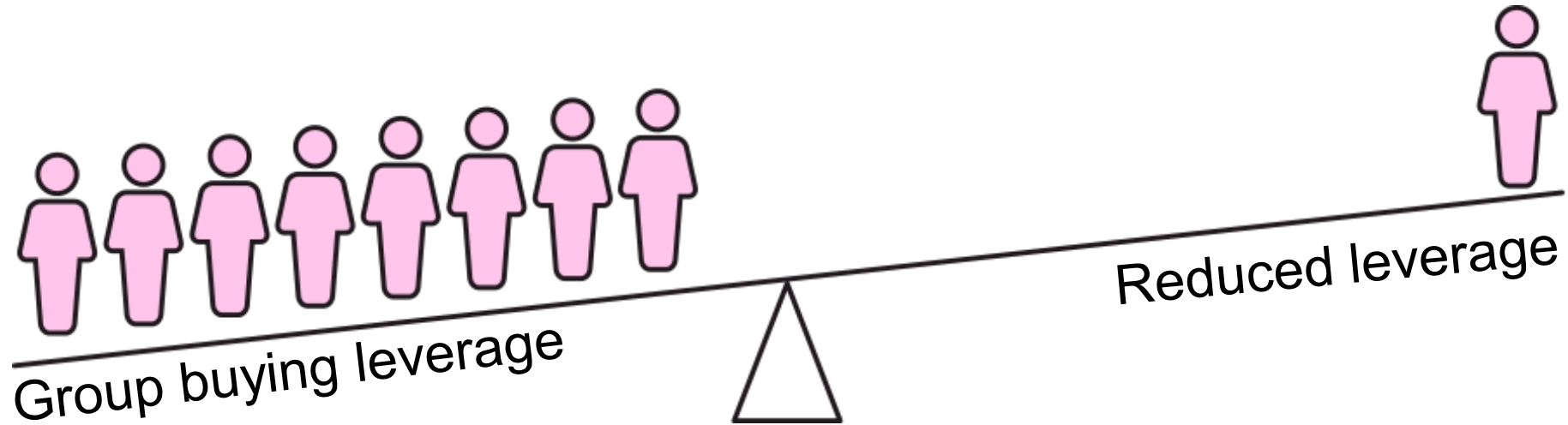


Regis - We believe in choice

- Traditional insurance is not the only answer.
- All organisations should have a choice in how they protect their businesses.
- We believe there is a better way.
- Regis can empower businesses to take control of their risk by setting up and managing a bespoke mutual.



Economies of Scale



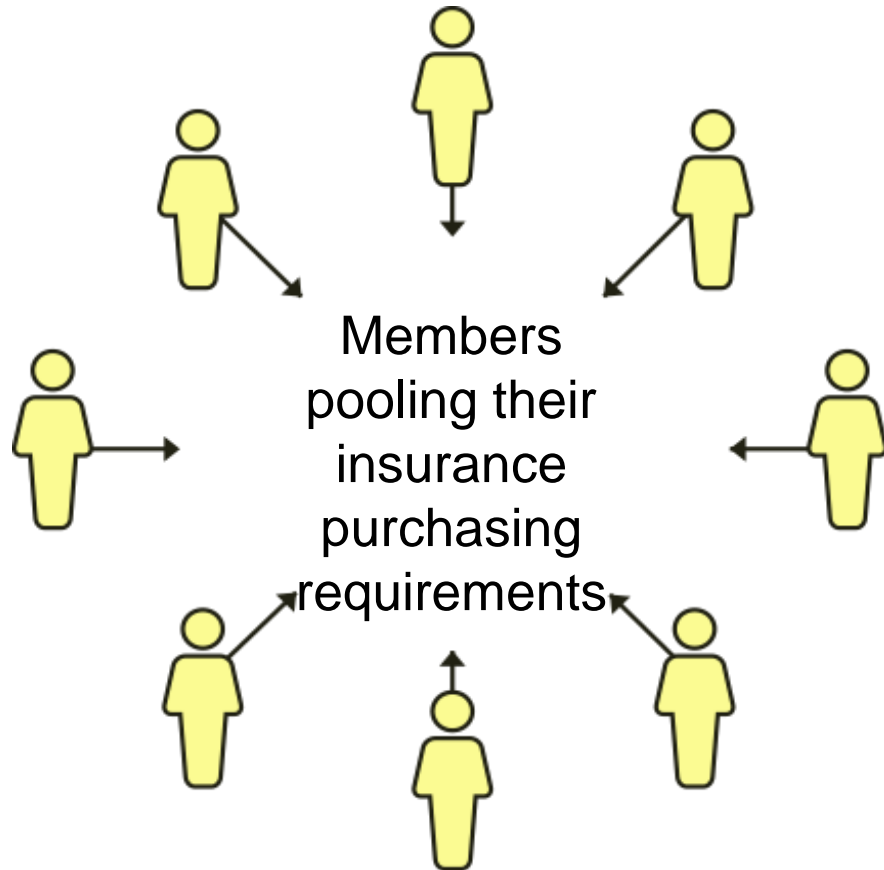
With a mutual

A partner relationship
with the insurer

Without a mutual

A single policy holder

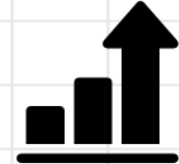
Better together



Retaining and self serving
their expected claims....

...through a mutual which
they own and control.

Some of our mutual success stories.....



Mutuals currently under management



Activities Industry Mutual (AIM)

Activities Industry Mutual was formed to provide cover at a fair price and offer long term stability, so that charitable trusts, small businesses and sole practitioners across the sector could get on with delivering great outdoor experiences.



The Caravan and Motorhome Club was founded in 1907. It has over 300,000 members, with circa a third of those having previously purchased white label insurance products via the club. From March 2018, the SC's product is converting from a white label product, to a mutual product.



The Fire & Rescue Indemnity Company Mutual

The Fire & Rescue Indemnity Company Mutual has been set up to provide an alternative to conventional insurance for like-minded fire authorities that are prepared to take a proactive approach to risk management.



John Holland Group Mutual (JHGM)

The innovative protection provided by the mutual enables JHG to provide cost effective injury and sickness salary continuance and related benefits to its employees together with enhancement of workers compensation benefits.



The Livery Companies' Mutual

The Livery Companies' Mutual has covered the historic buildings and treasures of these unique City of London institutions, and other similar risks, using the discretionary Mutual model.



The Masonic Mutual Limited

Masonic Mutual

The Masonic Mutual has been set up to help provide tailor-made coverage solutions for Masonic buildings, contents (including regalia) and commercial and liability exposures.



Unimutual

Unimutual is now the leading provider of liability risk protection to the sector for general third party liability, professional liability and medical practice and clinical trials, but is also the leading provider of risk protection for the very substantial property assets of the university sector.



The Retail Mutual

The Retail Mutual was established in 1999 to provide a fairer alternative to conventional insurance for newsagents. In 2017 the NFRN Mutual transformed into the Retail mutual to support independent retailers on the high street



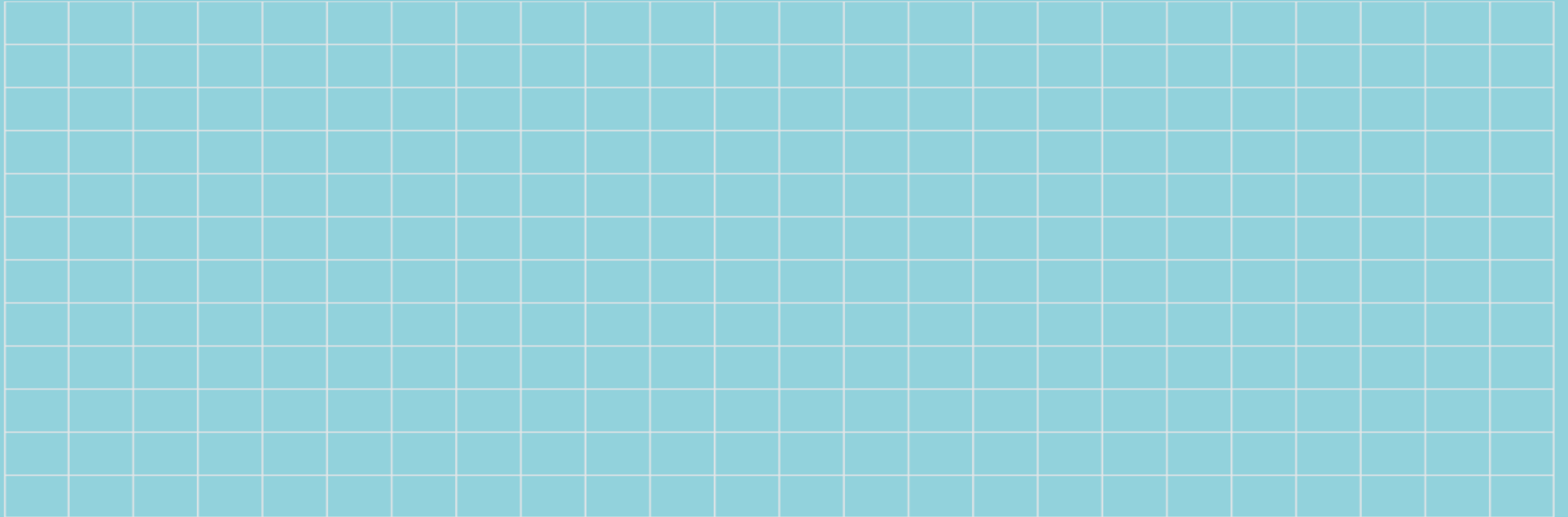
The Military Mutual

The Military Mutual has been formed to support The Military Covenant by offering cover for the whole of the Military Family, taking into account the unique circumstances of serving military personnel.

Activities Industries Mutual - AIM

<https://www.activitiesindustry mutual.co.uk/>

Claims Management

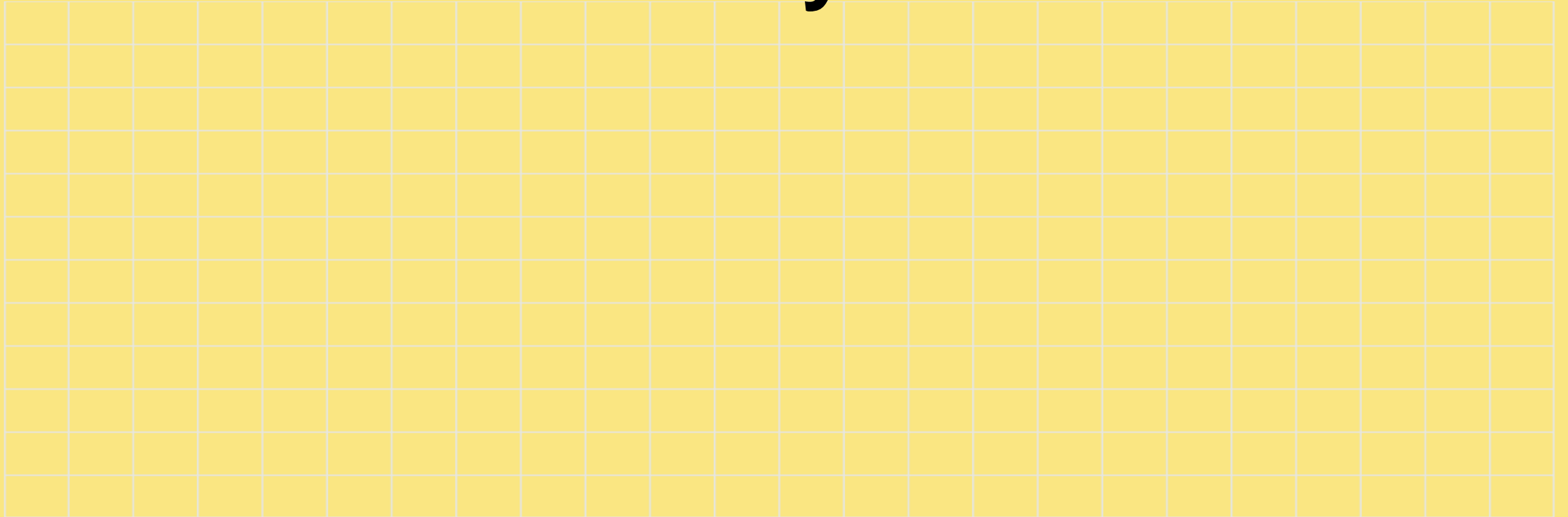


Claims Management is key to success

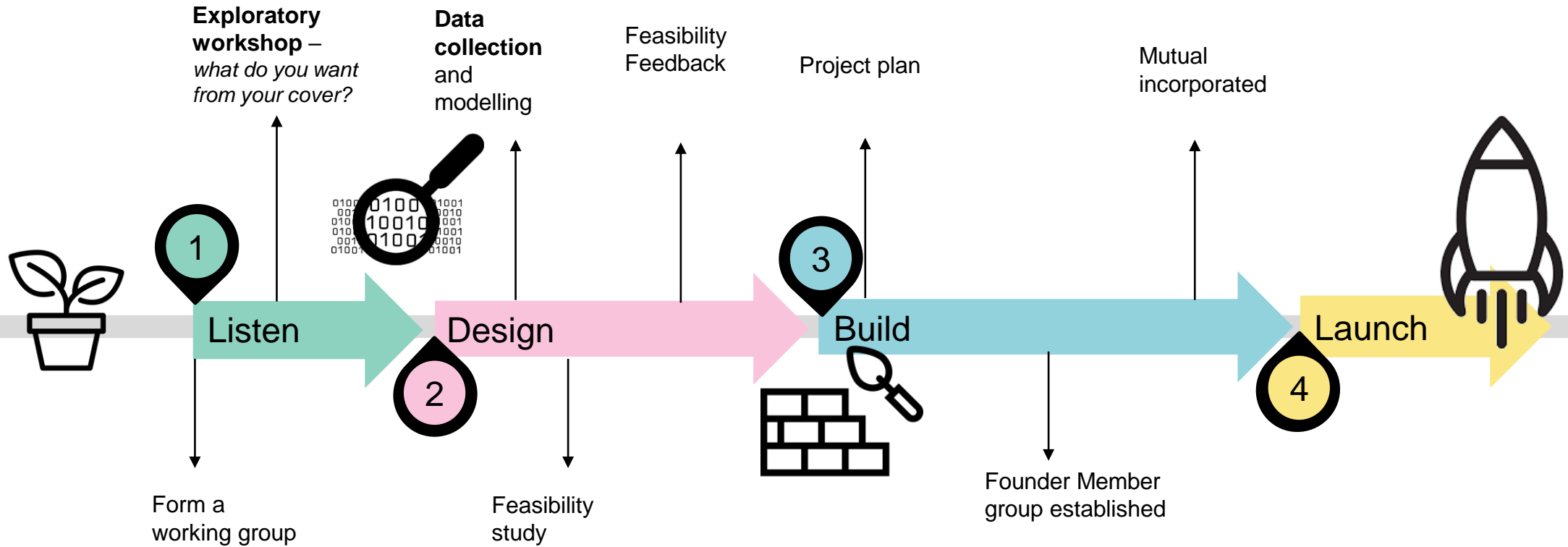
Pro-active Third Party Claims Management – a typical approach

- Any claimant's case will be reviewed and assessed quickly.
- A valid and meritorious and clear cut case will be approved and settle promptly, with a view to:
 - Reduce claims spend
 - Reduce claims administration costs
 - Reduce impact on members PR
 - Claims activity then fed back into Risk management review
- An unmeritorious claim will be turned away and actively defended:
 - Set a precedence for future claims
 - Speak for the sector as a whole
 - Reduce claims spend
 - Protect the members

Some Key Points



Stages to build a mutual



Thank you

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