



Broker Access *Guide*

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BVCA

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BVCA

It is with great pleasure that we introduce BVCA Insurance Services, an innovative platform from the British Private Equity and Venture Capital Association (BVCA). The BVCA is the industry body and public policy advocate for the private equity and venture capital industry in the UK. Our Members are venture capital, mid-market and private equity/large buy-out houses from all over Britain with approximately 6,000 investee companies.

In response to calls from our Membership that includes 220 private equity and venture capital houses, we launched BVCA Insurance Services in May 2010 to deliver insurance premium discounts, benefits and specific insurance products to our Members and their investee companies.

Simon Havers

BVCA past Chairman
CEO,
Baird Capital Partners Europe



Hugh Lenon

BVCA Chairman
Managing Partner,
Phoenix Equity Partners



Richard Anton

BVCA Vice Chairman
Partner,
Amadeus Capital Partners Limited



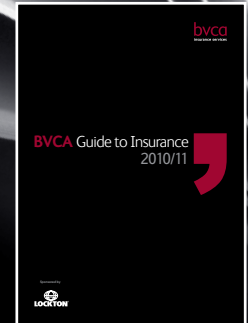
bvca
insurance services

For further
information contact
BVCA Insurance Services

Brettenham House
Lancaster Place
London WC2E 7EN

T: +44 (0)20 7420 1800
E: insurance@bvca.co.uk

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The **BVCA Guide to Insurance** is an annual publication which acts as a reference tool for BVCA Members and investee companies. For your copy email [Jason Edwards](mailto:jedwards@bvca.co.uk)

jedwards@bvca.co.uk

Partner Insurers:



Insurance Services

BVCA Insurance Services works with brokers in the UK to help facilitate the connection of industry wide discounts and benefits to Members and investee companies. Our delivery model is predicated on **supporting brokers** to access the available benefits on behalf of their clients.

The purchasing mechanism **leverages the combined buying power of the Membership** and investee companies (**over £1Bn on insurance premium annually**). Purchasing benefits across all lines have been agreed with Partner Insurers including Chartis, QBE and Dual Corporate Risks:

- Helping you facilitate additional value to your clients
- No impact on broking fees/commissions
- Developing links with the private equity/venture capital community

Click [here](#) to access a Broker Q&A from The BVCA Guide to Insurance which answers questions relating to the initial negotiation of discounts and benefits, the tagging of business and the communication of discounts to clients.

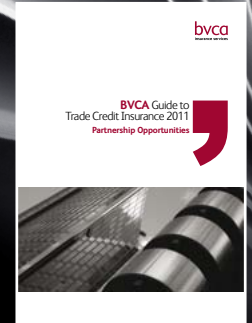
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BVCA Insurance Services
will be launching the
**BVCA Guide to Trade
Credit Insurance.**

For opportunities to
sponsor and participate
in the Guide, please
contact Nathan Sewell

nsewell@bvca.co.uk

Partner Insurers:

CHARTIS 

 **QBE**

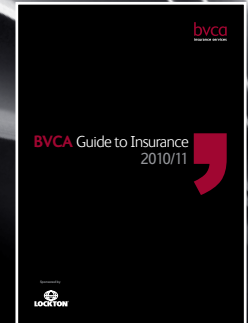
DUAL
CORPORATE RISKS

Accessing Benefits

Chartis, QBE and Dual Corporate Risks have agreed to view all BVCA Members and Member backed companies as part of a "BVCA Portfolio" and to offer certain discounts and benefits in respect of both renewals and new business.

The benefits referred to are accessed by a process of "tagging", whereby **the broker will simply identify the investee company as part of the BVCA Portfolio** at the time that they are obtaining quotations from insurers. If insurers are able to offer discounts or benefits, these will be clearly shown on the quotation.

There is **no obligation** to place business with BVCA Partner Insurers or for a Member or investee company to change their current purchasing arrangements, as these deals can be accessed by all insurance brokers.



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Partner Insurers

Partner Insurers have been selected on their ability to provide both high quality insurance coverage and offer preferential deals to the BVCA community.



Chartis Insurance (UK) Limited

All classes of insurance included

BVCAIS contact:

Dawn Miller

dawn.miller@chartisinsurance.com



QBE Insurance Group

All classes of insurance included

BVCAIS contact:

Adrian Gilbert

adrian.gilbert@uk.qbe.com



Dual Corporate Risks

BVCAIS contacts:

Liability Products

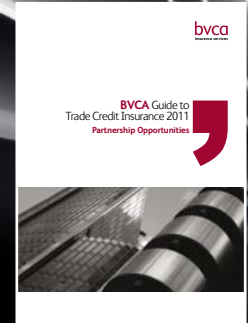
Jeremy Isaacs

jisaacs@dualcorporaterisks.com

Office Insurance Package

Steve Price

sprice@dualcorporaterisks.com



BVCA Insurance Services will be launching the **BVCA Guide to Trade Credit Insurance**.

For opportunities to sponsor and participate in the Guide, please contact Nathan Sewell

nsewell@bvca.co.uk

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BVCAIS Contacts

Nathan Sewell *CEO*

nsewell@bvca.co.uk +44 (0)20 7420 1851

Nathan has over 20 years of London market insurance experience achieved in both broking and underwriting. Previously, Nathan has been a Director at Dual Corporate Risks and led M&A teams at both Willis Limited & Aon.

David Young *Chairman*

dyoung@bvca.co.uk +44 (0)20 7420 1800

David is a Senior Independent Director of British Gas Insurance, British Gas Services and of Partnership Assurance, backed by the private equity group Cinven. Earlier in his career David was Chief Executive of listed insurance broking group, Bradstock.

Jason Edwards *Development Manager*

jedwards@bvca.co.uk +44 (0)20 7420 1860

Previously, Jason was Marketing Director of Protean Investment Risks. Prior to joining Protean, Jason worked at Willis Limited where he was Business Development Director responsible for branding and marketing within the Financial & Executive Risks (FINEX) team.

Jack Dunning *Financial Director*

jdunning@bvca.co.uk +44 (0)20 7420 1863

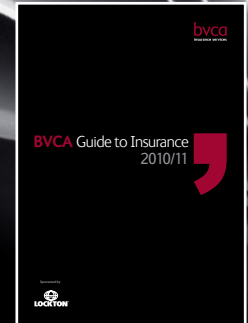
Jack qualified as a Chartered Accountant with Deloitte LLP in 2002 and spent over ten years working for the audit practice of Deloitte in London and New York. Jack is a member of the Institute of Chartered Accountants in England & Wales and of the American Institute of Certified Public Accountants.

Alex Ioffe *Analyst*

aioffe@bvca.co.uk +44 (0)20 7420 1867

Alex joined BVCA Insurance Services from the London School of Economics where he graduated in Business Management.

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Broker Q&A

Insurance brokers who service our Members and their investee companies are an integral part of the BVCA Insurance Services platform.

How have BVCAIS been able to negotiate discounts and benefits?

We have created the concept of the 'BVCA Portfolio' whereby Partner Insurers have agreed to view the insurance spend of BVCA Members and their investee companies as connected. Through the leverage of this connected spend, we have been able to produce beneficial terms.

How are the discounts accessed?

Each Partner Insurer's underwriting team will be aware of the benefits that are to be offered. As the acting broker for a BVCA Member or Investee Company, you should alert the Partner Insurer and "tag" your client at the time of obtaining a quotation. The tagging process ensures that your client becomes a member of the BVCA Portfolio allowing Partner Insurers to offer benefits.

Is there any financial commitment from broker to participate?

There is no compulsory financial commitment for brokers who wish to access the benefits on behalf of their Members and investee companies. We have designed a number of partner broker packages that provide options to increase the connection and involvement with BVCA Members and their investee companies but these are entirely optional.

Which classes of insurance are covered?

The agreement with Chartis and QBE include all the main commercial covers that a corporate buyer would purchase. We will also be launching specific products tailored to Member and investee company's specific needs.

What is expected of insurance brokers who act for our Members and their investee companies?

We have negotiated a range of benefits for our Members/investee companies, on an industry wide basis. In most cases (but not all) we would expect the terms available as a result to be more attractive than would otherwise be achievable from that insurer. It may also be that certain Partner Insurers are not those that brokers would have a large volume of business with. Our expectation is that brokers should look to access insurers with whom BVCA Insurance Services is in partnership, to evaluate if those insurers are suitable for the Member or investee company concerned. The structure of our relationship with Partner Insurers dictates that the commercial tension of the broking process remains unfettered.

Will BVCA Insurance Services contact us?

If we are working with Members or investee companies to identify potential for benefits, then we may alert the incumbent broker prior to renewal if we feel that this will help maximise the benefits gained by the Member or investee company or otherwise assist the flow of business.

Will BVCA Insurance Services contact our client?

BVCA Insurance Services will be working with Members and investee companies to assist them in identifying where benefits may be available to them. This will involve us having dialogue with both BVCA Members and investee companies where appropriate to achieve this.

What happens if we place business with a Partner Insurer?

Assuming that the business has been identified (tagged) and transacted as a BVCA Portfolio transaction, then we will request that you notify us of some basic details once the business is placed. A simple format will be provided for this purpose. We acknowledge that permission will need to be given by the Member or investee company concerned to release this information.

How do the Partner Insurers deals affect our obligations under the FSA Treating Customers Fairly (TCF) Guidelines?

They do not affect these obligations, the offerings need to be viewed alongside offering from non partner insurers, the same will be true of any of the BVCA Insurance Services branded products or future offerings.

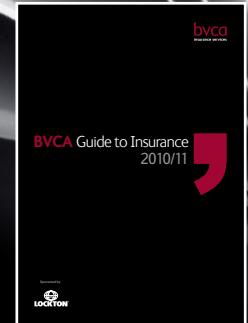
What benefits can we gain from actively working with BVCA Insurance Services, Members and investee companies?

The principal benefit will be that your client will access terms that may be preferential to those that would be otherwise available. This should directly assist with client service, satisfaction and ultimately retention.

How can we identify if our client is an investee company of a BVCA Member?

Associate Professional Members of the BVCA are in the position to obtain information on BVCA Members through the BVCA website. Non-Members who are unsure as to whether a company would be deemed part of the BVCA Portfolio should get in touch.

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QBE

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