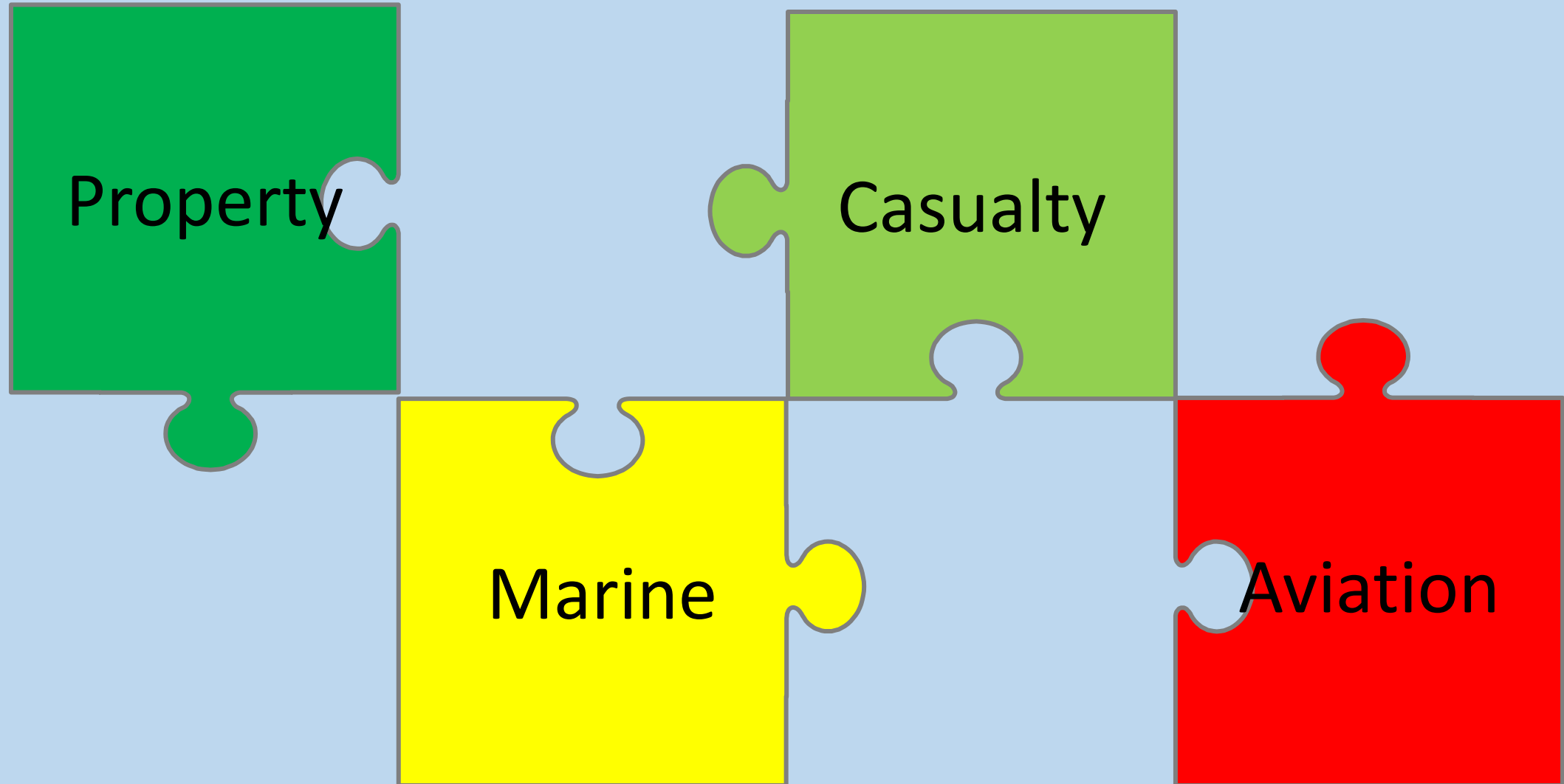


# Fenchurch London Risk Appetite

June 2023



So, what is our appetite ?



# What business should I send ?



*Quote – “we have no market that will quote this one !”*

Risk Qualities	Placement types	Client demand	Geographies
<ul style="list-style-type: none"> <li>•Tougher / distressed business</li> <li>•Niche Programmes</li> <li>•Catastrophe Perils</li> <li>•Innovative</li> <li>•Reduction of local capacity or where large capacity is required.</li> <li>•Risks requiring rehabilitation due to high attrition count</li> </ul>	<ul style="list-style-type: none"> <li>•Insurance, large SIR</li> <li>•Facultative Reinsurance, XL &amp; XOL</li> <li>•Captive Reinsurance</li> <li>•RRG Insurance / Reinsurance</li> <li>•Deductible Buy Backs</li> <li>•Stop loss</li> <li>•2<sup>nd</sup> event cover</li> </ul>	<ul style="list-style-type: none"> <li>•Does the client need to purchase ?</li> <li>•Is there a board risk register item ?</li> <li>•Does the client have the budget to purchase cover ?</li> <li>•Is there a mortgagee requirement ?</li> </ul>	<ul style="list-style-type: none"> <li>•USA / Caribbean</li> <li>•Canada</li> <li>•Europe</li> </ul>



# Current deal sizes being successful on:-

Exposures	Min premium	Premium range	
Property – TIV USD100m to USD10bn	USD/CAD 500,000	Smallest	250k
Stock Throughput	USD/CAD 100,000	Average	2m
Excess stock	USD/CAD 150,000	Largest	6m
Parametric	USD/CAD 125,000		
Contingency	USD/CAD 50,000	Smallest	50k
		Average	50k
		Largest	50k
Casualty – USD15m to USD1.5bn	USD/CAD150,000	Smallest	125k
		Average	220k
		Largest	220k
Executive risk	USD/CAD100,000	Smallest	100k
		Average	150k
		Largest	300k
Programmes, Binders and Treaties	USD/CAD2,500,000	Smallest	500k
		Average	3m
		Largest	5m

# Property appetite – Open market

Line	Desirable	Possible	Difficult
Property	Primary Nat Cat Shared and layered Large schedules – Nat Cat Captive/SIR Retentions Wind & Flood Buy Backs DIC Carve outs	Hab schedules Agri risks Wildfire risks	Blanket limits / large limits Vacant risk Small TIV risks less than 50m Excess Limits Transmission and distribution lines Recycling
Stock	Cargo Stock Throughput Excess Stock	Deterioration cover - food	Fishing boats / boats as cargo
Builders Risk	Civil Projects Real Estate –concrete Cat exposure	Wet Civils	Frame – Very Limited market.
Mobile assets / Equipment	Commercial Auto Physical damage. Motor truck cargo	Logging equipment Dealers open lot	Large mobile cranes

# Contingent Risk appetite – Open Market

Line	Desirable	Possible	Difficult
Political Violence, Terrorism, Active Shooter	Most occupancies	Major cities	Hot spots around the World
Political Risk	Well spread schedules		Hot spots around the world
Trade disruption	Manufacturing, retail		Hot spots around the world
Event cancellation	Trade shows and conferences	Concerts and events	Pandemic cover
Consequential loss / Parametric	Very Broad appetite, Parametrics – wind, rain, temp, snowfall, frost	Hail	Financial guarantee, has to be an insurable interest. Securitization risks – credit unions

# Casualty appetite – open market



Line	Desirable	Possible	Difficult
General Liability	Manufacturers and distributors with Product exposure – less than 500m revenue	E-Cigarettes Nutraceuticals	Premises Operations, OLT Firearms, Tires, Baby food
Construction	Annual and Project specific projects commercial	New York contractors	Residential construction
Umbrella	Base and raw materials, Heavy and light manufacturing, Offices, Defence and Security	Hotels. Shops, Stadiums, telecoms, Food and Beverage and Agri, Chemicals, Public entities, Universities, Waste management	Utilities, Pesticides, Residential real estate, Thermal Energy, Social media companies
Auto	XS 25m Primary sharing economy	Multiyear swings for 5m xs 5m commercial	Primary Commercial trucking

# Executive Risk appetite – open market



Line	Desirable	Possible	Difficult
E&O	Insurance Brokers Accountants Lawyers		Financial institutions
D&O	IPO's Larger firms		Spacs Crypto
Cyber	Larger accounts that require capacity	Municipalities	Smaller accounts
EPLI	Most industries		
Sexual Abuse and Molestation	Please submit	National Associations – Swim, Gym	



# Programmes / Binders / Treaties - Appetite



<u>Qualities</u>	<u>Classes</u>	<u>Types</u>	<u>Minimum Premium</u>
Niche classes	Property	Binding authorities	USD 2,500,000
New products	Casualty	Programmes	CAD 2,500,000
Specialist Underwriting	Professional	RPG / RRG	EURO 2,500,000
Good results	Cargo	Quota Share Treaty	
Capable internal systems	Personal Accident	XOL Treaty	
Embedded programmes			

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