



Travelers Bond & Specialty

Appetite Guide





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Overview

This guide is designed to highlight the target industries and the types of organisations that Travelers Europe are interested in writing and our value-added services. This guide focuses on our Bond & Specialty lines including: Professional Indemnity, Financial Institutions and Management Liability.

While we seek customers within the segments listed in this guide, be assured that we will continue to consider good risks that fall outside of these boundaries. Full terms and conditions are contained in our policy wordings. If you have any questions about our appetite, products or services, please contact your usual Travelers contact.



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Cyber

| Trade | Appetite |
|-------------------------------|----------|
| Accountants | ● |
| Construction | ● |
| Consultancy | ● |
| Education | ● |
| Hotels / Restaurants | ● |
| Manufacturing | ● |
| Other Professions | ● |
| Property / Real Estate | ● |
| Public Administration | ● |
| Retail | ● |
| Solicitors | ● |
| Wholesale | ● |
| Financial Institutions | ● |
| Mining / Utilities | ● |
| Publishing / Broadcasting | ● |
| Transport | ● |
| Corporate Restrictions | ● |
| Healthcare | ● |
| Security / Defence Activities | ● |

- Strong appetite for this business
- We'll need to ask a few more questions than normal
- It's not you; it's us



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Financial Institutions

| Trade | Appetite |
|--|----------|
| Investment Managers | ● |
| Hedge Fund Managers | ● |
| Property Fund Managers | ● |
| Mutual Insurance Companies | ● |
| Fund of Funds | ● |
| Private Equity | ● |
| Venture Capitals | ● |
| Banks and Building Societies | ● |
| Captives | ● |
| Investment Banks (IPO) | ● |
| Corporate Finance (non-IPO services) | ● |
| Wealth Managers | ● |
| Lloyds Syndicates | ● |
| Real Estate Investment Trusts (REITs) | ● |
| Single Family Offices | ● |
| Challenger Banks | ● |
| Stockbrokers (broker/dealer) | ● |
| Corporate Service Providers (CSPs) / Trust Companies | ● |
| Non-Depository Commercial Lenders | ● |
| MGAs | ● |
| Stock Exchanges | ● |



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| | |
|---|---|
| Private Banks | ● |
| Life Insurance Companies | ● |
| Securities Depositories | ● |
| Proprietary Traders | ● |
| IFAs | ● |
| Financial Intermediaries (e.g. insurance brokers) | ● |
| Hedge Fund Administrators | ● |
| Retail Non-depository Lenders | ● |

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| | Line of Insurance | | | |
|--------------------------------------|-------------------|-----|-------|-----|
| | PI | D&O | Crime | PTL |
| Captives | ● | ● | ● | ● |
| Investment Banks (IPO) | ● | ● | ● | ● |
| Corporate Finance (non-IPO services) | ● | ● | ● | ● |
| Wealth Managers | ● | ● | ● | ● |
| Lloyds Syndicates | ● | ● | ● | ● |
| REITs | ● | ● | ● | ● |
| Single Family Offices | ● | ● | ● | ● |
| Challenger Banks | ● | ● | ● | ● |
| Stockbrokers (broker/dealer) | ● | ● | ● | ● |
| CSP/Trust co | ● | ● | ● | ● |
| Non-Depository Commercial Lenders | ● | ● | ● | ● |
| MGAs | ● | ● | ● | ● |
| Stock Exchanges | ● | ● | ● | ● |
| Private Banks | ● | ● | ● | ● |
| Life Insurance Companies | ● | ● | ● | ● |

Additional services for Financial Institutions

Our specialist insurance expertise for the financial sector goes beyond the standard including:

- CyberRisk insurance
- Property and Casualty

If you'd like to know more about any of these services, please talk to your Travelers Distribution contact.



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Professional Indemnity

| Trade | Appetite |
|--|----------|
| Solicitors | ● |
| Recruitment Consultants | ● |
| Unregulated Professions: Management Consultancy, Marketing Consultancy, Business Consultancy, Training Consultancy, Interior Designers | ● |
| Accountants: Bookkeeping, company tax (non-quoted companies), personal tax returns, company secretarial, directorships, trusteeships, interim management, management consultancy | ● |
| Design & Construction: Heating, ventilation and air conditioning (HVAC), Electrical Engineers, Contingent Design & Construct (minimum 50%) | ● |
| Surveyors: Quantity Surveyors, Project Coordination | ● |
| Surveyors: Building surveying, Property Management, Town Planning, Residential Estate Agency | ● |
| Media Risks | ● |
| Accountant: M&A, take overs & disposals, More than 10% of work derived from entertainment clients or sports professionals, Corporate finance | ● |
| Design & Construction: Environmental Work, Civil Engineering, Structural Engineering, Offshore Projects, Cranes, roofing/cladding/glazing contractors and where full in-house design exposure exceeds 50% | ● |
| Surveyors: all surveying activities not mentioned above | ● |
| Accountant: Audit work for PLCs or Quoted companies, Firms involved in tax mitigation, tax efficiency schemes or offshore schemes, Firms providing investment advice, or with an IFA division | ● |
| Misc: Aviation, Child Care, Credit Brokers Insurance Brokers, Journalists, Medical Practitioners, Sports Agents, Tour Operator, Health & Safety Trades, Banks (please see separate FI appetite) | ● |
| Architects | ● |
| Renewable Energy consultants/contractors (e.g waste to energy) | ● |

Please note that unless the submission can be written on our Quick Quote forms, the minimum premium for non-solicitor PI cases is £2,500 plus IPT irrespective of limit and excess.

For non-solicitors, our focus is on small UK domiciled entities which generate a minimum of 50% of their income from UK domiciled clients. Maximum income of £5m (£25m turnover for D&C and Media risks) and maximum contract values of £10m

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Management Liability

| Trade | Appetite |
|--------------------------------------|----------|
| Manufacturing | ● |
| Automotive | ● |
| Tech | ● |
| Industrial | ● |
| Consultancy | ● |
| Property Developers | ● |
| Construction | ● |
| Engineering | ● |
| Research & Development | ● |
| Transportation | ● |
| Logistics | ● |
| Legal activities | ● |
| Gambling & Betting | ● |
| Medical & Social Care | ● |
| Pharmaceutical & Life Sciences | ● |
| Hospitality & Leisure | ● |
| Retail | ● |
| Tobacco | ● |
| Weapons | ● |
| Professional Sport | ● |
| Medical Marijuana | ● |
| Religious or Political Organisations | ● |

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Travelers Europe

Whether it's selecting the best coverage for a customer's situation, responding to a broker's request, educating a client on ways to reduce risk, or managing a claim, we work hard to get things right. Our commitment to outstanding service combined with our comprehensive insurance-based solutions gives businesses the confidence they need to feel secure.

We combine financial strength and international reach with local knowledge and expertise. As the European arm of The Travelers Companies, Inc., we are part of an industry-leading organisation committed to continuously evolving to meet customers' ever-changing needs. In the UK and Ireland, we have more than 750 employees in London, Redhill, Birmingham, Manchester, Leeds, Glasgow and Dublin.

We are passionate about insurance. We work hard at the science of what we do: we analyse information, support customers and measure results to create the best possible combination of products and services for our broker partners and our customers.

We deliver outstanding service by excelling in three core insurance functions:

- Underwriting
- Risk Control
- Claims

For more details/queries please contact your regional distribution manager, click [here](#) for contact details



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Claim Europe

We understand that a claim can have implications for customers, which extend well beyond the cost of the claim. One of our key strengths is our team of highly skilled, in-house claim professionals who have over 600 years' experience collectively, strong legal and technical knowledge, and are ready to work with you and your customers to minimise the impact of any loss. An overriding concern for clients is damage to professional and corporate reputations, so work is needed to preserve commercial relationships where possible. We have a highly skilled team of Claim Professionals, many of whom are qualified lawyers and have worked for years in private practice. Our aim is to provide an efficient, effective and supportive service that the client can trust.



Four Regional Claim Offices



'Cradle-to-grave' handling by Claim Professionals

We won't pass things around too much



Subject Matter Experts – We cover the key specialty areas such as Solicitors, Financial Institutions and Cyber, as well as the ability to draw on wider Claim experience in many different areas. Many of our Claim Professionals are lawyers with experience of Professional Indemnity, Construction & Engineering, Commercial Litigation amongst others in private practice.



In-house TIS (Fraud team)



Claim University – Dedicated resource in Windsor CT to aid the development of the Claim Professionals in all aspects of claim handling



Specialist Large Loss Team – focused on big litigation and its management. Our Large Loss specialists will support you through claim relationship management as well as providing their full technical support.



In-house Subrogation Team



Travelers Legal – Travelers own, fully regulated law firm who can protect your interests every step of the way for litigated claims.

To find out more, visit: www.travelers.co.uk/claims-centre



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Global Underwriting

Travelers has the products, services and expertise to meet a wide range of international insurance needs in more than 140 countries worldwide. At Travelers we can offer coverage globally which, in conjunction with your domestic Travelers policy, can be tailored to meet the needs of businesses of all shapes and sizes.

We offer:

- Locally compliant admitted policies
- Local policies in local language
- Uniform programme coverage
- Policy premiums and terms negotiated centrally
- Claims handled locally in local language
- Premium and tax collection arrangements

For more details/queries please contact your regional distribution manager, click [here](#) for contact details



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Risk Control Services

At Travelers we believe that prevention is better than cure which is why we provide complimentary risk management services to help prevent losses from occurring. With 500+ risk management professionals around the world, we have the knowledge, experience and expertise to provide relevant risk management advice and resources to meet your clients' needs.

Our practical guidance will help control and minimise inherent risks and help to head off problems before they arise. We also work in close partnership with your clients to help inform the decisions they make about their business operations, improving the safety and security of their property, products, employees, customers and other assets.

We currently offer a coordinated approach to risk management across all our products discussed earlier in this document, which will be tailored to your clients business and will include:

Risk control visits

Not only those locations that we'd like to see but the locations you'd like us to see too

Risk improvements

Regularly reviewing risk improvements to identify any emerging trends

Digital resources

Providing access, and identifying the risk management digital resources that are most relevant to you

Training

Finding the most suitable Safety Academy courses or tailoring courses to suit your clients business needs

Networking

Where appropriate we'll link you up with others in the sector, so you can share knowledge and experiences

Bespoke

Working with you both on risk-related challenges and bringing tailored solutions to your door

Alliances

Your client will have access to 50 free licences with Cardinus Risk Management. We will also identify alliances who can support your client, saving money in the process.

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UK Corporate Clients

At Travelers we have more than 160 years of experience insuring complex risks and a reputation for client-centric underwriting, risk control and claims handling.

We have designed our offering to large complex risks to respond to these needs specifically. We are dedicated to developing long-term relationships and providing high levels of service, which we offer through a team approach to service delivery and a robust stewardship and account management programme.

Key benefits for large corporates:



Central team of senior underwriters dedicated to writing large complex risks



Regional and Global expertise



Creative programmes built specifically with the customer's business needs in mind



Dedicated Client Management



Resources within Risk Management and Claim to co-ordinate and deliver all value-added services

Learn more: travelers.co.uk/corporate



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Distribution Contact Information

UK South

Kiran Jones-Newey, Birmingham

kjonesne@travelers.com

Ciaran Simms, Birmingham

csimms@travelers.com

James Fone, London

jfone@travelers.com

UK North

Nicki Kelly, Manchester

nkelly@travelers.com

Ian Robinson, Leeds

irobins2@travelers.com

Chris Cassidy, Glasgow

ccassid2@travelers.com

Ireland

Francesca Kelly, Dublin

fkelly2@travelers.com

Carolyn Conlan, Dublin

cconlan@travelers.com

Gerard McLaughlin, Dublin

gmclaugh@travelers.com

If you don't have an agency account with Travelers and you would like us to consider one, in the first instance please contact our Agency Department (agencyad@travelers.com) with your location, contact details and FCA number.

Disclaimer

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Travelers operates through several underwriting entities through the UK and across Europe.
Please consult your policy documentation or visit the websites below for full information.

travelers.co.uk travelers.ie

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