



# EXCESS OF LOSS - PUBLIC AND EMPLOYERS LIABILITY

BUY ONLINE FROM PEN OR TRADE WITH AN  
UNDERWRITER

## HOW DOES THIS PRODUCT COMPARE TO A “STANDARD” OFFERING?

In less than 60 seconds, get prices for Excess of Loss (XoL) online with Pen Underwriting

### WHY PEN?

Pen XoL offers flexible limits that meet the needs of your clients. Additionally, we allow you to quote and bind over 2,500 trades across a wide range of sectors. We will offer, as standard, multiple quote options in addition to the limit of cover you requested. On the off chance that a referral is needed for your client, our commitment is to get back with a decision within 12 hours or sooner.

- We cover Archaeologists to Zoologists and thousands of trades in between
- We will give you multiple quote options as standard, saving you additional time
- With a 98% quote rate, we're likely to have a solution for you
- Our XoL can pay out even if the primary insurer applies proportional settlement.
- Our decision to grant cover does not rest solely on the primary insurer's remedy

### WHY INCREASE YOUR COVER?

Since the 2017 Ogden Rate changes, Excess of Loss insurance has become more significant and relevant than ever to a wider range of companies and trades.

The impact of this change has significantly increased the potential for higher awards to be made. Many businesses are now increasing their limits of indemnity, either for their own peace of mind or because of contractual obligations.

Given the potential awards it only takes a serious incident affecting a few people for standard limits of indemnity to be exceeded.

## WHAT ELSE DO YOU NEED TO KNOW?

The Ogden rate change has prompted many to review their current levels of cover; Pen can provide excess layers for:

- Employers Liability
- Public Liability
- Non-Negligence (Not available online)
- Motor Third-Party Liability (Not available online)

## WHO QUALIFIES?

Almost any UK-domiciled business can be catered for, including those with overseas subsidiaries.

Most primary insurers can be accepted and our policies can be purchased on an annual or single project basis.

We are particularly skilled in handling complex construction risks.

# WHY DO BUSINESS WITH PEN?

**Pen Underwriting (Pen) is a multi-class, multi-territory Managing General Agent (MGA).**

When we set up Pen in 2014, we brought together some of the UK's best known and most respected underwriting businesses, many with decades of underwriting expertise.

From a 'super start-up' of a dozen or so brands, to a single cohesive £650m GWP business, we're setting our sights on our next milestone – with a bold new vision to become a £1bn GWP underwriting & distribution business.

Over the last six years, the businesses have integrated to form one single operation that had broad distribution and acted like an insurer, responsible for everything apart from the capital at risk.

In 2021, with the majority of the integration work done, and with Pen operating as a single business, Pen is redefining itself – not as the business it thought it might become, but as something even better – the business the market needs it to be.

**Our values – IDEAS, AGILITY, CONNECTING, FULFILMENT and SOLVING – are built on strong foundations.**

## IDEAS

We find smart ways to make the most of opportunities

- Leveraging expertise and technology to create solutions
- Bringing new products and services to market
- Solving broker, carrier, coverholder and insured pain points

## AGILITY

We are responsive people, empowered to make decisions

- Meeting Pen service standards
- Adapting products and processes quickly
- Being flexible in how we address challenges

## CONNECTING

We work together to offer joined up solutions

- Being accessible to other teams
- Collaborating on initiatives across the business
- Being proactive about cross-selling opportunities

## FULFILMENT

We deliver products, services, processes & infrastructure that provide a competitive advantage

- Satisfying needs of all stakeholders
- Executing work with attention to detail
- Providing a consistent customer experience

## SOLVING

We focus on building our reputation as long-term partners

- Developing sustainable business practices
- Progressing our expertise, skills, and technology
- Creating solutions for the future

## BUSINESS DEVELOPMENT CONTACT

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