

# Vero Tailored Product Appetite Guide

A Broker's Guide\* to Vero's product proposition and appetite targets for our stand alone Commercial products:

- ISR – Commercial Property

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# Vero ISR – Commercial Property



## Why Vero Commercial Property?

### Product / Service Proposition

Vero is a recognised insurer with key decision makers located within Australia, providing:

- An agreed market wording
- Minimum asset value of \$5,000,000 and above
- Significant capacity on low, medium and high hazard occupations
- Deductibles tailored to the insured's exposures and previous claims experience
- Acknowledged market experts
- An experienced team of underwriters with significant expertise across the country
- A large risk engineering team with broad industry knowledge and risk management capabilities including reporting, training and advice
- High quality claims service, with major event capacity



## General Appetite Guide

### Broad appetite across multiple industries and sectors

- Predominantly focused on Australian based locations with underwriting capability for incidental overseas exposures
- Prefer to provide lead capacity but can act as a follow line in the right circumstances
- Limited appetite for EPS constructed risks or risks with ACP. However, PIR & other non-combustible insulated panels are acceptable
- All appetite decisions are underpinned by key Risk Selection criteria including, but not limited to:
  - Occupation
  - Location (i.e. natural hazard exposure)
  - Construction
  - Fire Protection
  - Security Protection
  - Claims History
  - Risk Management
- Vero is interested in ALL slips for Underwriter consideration excluding the below automatic declines:
  - Abattoirs
  - Coal Power generation
  - Farms (growing crops/livestock)
  - Licensed Hotels / Pubs
  - Recycling
  - Coal Mining – thermal coal extraction and/or underground operations
  - Petroleum Exploration
  - Risks with large open air exposures (car yards, nurseries)



## Minimum Slip Information

In order to provide terms, we require:

- An ISR Quote Slip and Asset Schedule including – Proposed coverage, Deductibles, Risk addresses, Asset values, Construction and Security details, Site occupations and Site specific/wholistic risk management information
- Minimum 5 years claims history (insurer letterhead preferred)
- We are willing to change Deductible levels which eliminate claims frequency



High Hazard risks are an area of expertise and require additional considerations, including but not limited to:

- A 4-6 week lead time (approximately)
- Ability to survey (or alternatively provision of a Third-Party Survey)
- A tripartite appreciation for risk management and partnership building for the longer term