



Risk Appetite Guide

A broker's guide to
GIO Workers Compensation

Helping you protect what matters



Since 1927, GIO has helped generations of customers feel better protected to navigate the uncertainties of life with our range of trusted insurance products.

As one of Australia's leading providers of workers compensation, partnering with GIO means accessing expertise and support when placing workers compensation for your clients. We can assist you with cover for WA, NT, ACT and Tasmania, provide support for national employers managing the complexities of multiple jurisdictions and assist with claims management in the NSW icare scheme.

**Known for our reliability and innovative solutions,
you're in safe hands when placing business with GIO.**



The fundamentals

Workers compensation insurance provides cover for workers who suffer a workplace related injury or illness, from or during their employment.

Workers Compensation is a significant investment and is a compulsory insurance required by law for all Australian businesses that employ workers. Arrangements and coverage varies between states and we welcome brokers to connect with us to talk through the differences.

Workers compensation insurance is designed to cover the wages of workers. It is also intended to cover their medical expenses, treatment and rehabilitation costs.



Why choose GIO?

A Partnership Approach

Our focus is on building relationships to ensure we get great results for both brokers and their clients. We have an experienced underwriting team, with strong service standards and who are dedicated to working with brokers. We facilitate service delivery through;

- whole of account approach to underwriting
- ease of placement through VeroEdge - Sunrise or GIO portal
- policy lifecycle management through VeroEdge
- national service capability

Minimum Slip Information

Our aim is to ensure our processes are seamless so it's easy to place cover with GIO. When transacting, be sure to have the following ready;

- Employer details including Trading Name, ABN or ACN
- 5-year history of total wages for all workers
- 5-year claims history
- ANZSIC Industry classification

Industries we specialise in

We're focused on making it easier for brokers to do business with us. That's why we want to be clear on our preferred risks and the types of industries that are successfully placed with GIO. This will result in fewer referrals to our Underwriters. Below is our list of preferred risks. However, we will quote for all risks submitted to us.



INDUSTRIES WE SPECIALISE IN

Administrative and Support Services

Around 3% of workforce have their main job in the Administrative and Support Services industry. The median age of workers in this industry is 41, with about 52% women representation.

Businesses in this industry are mainly involved in support activities like:

- office administration
- preparing documents
- taking orders for clients by telephone
- providing credit reporting or collecting services
- arranging travel and tours

Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 7294** Call Centre Operation
- 7293** Credit Reporting and Debt Collection Services
- 7292** Document Preparation Services
- 7220** Travel Agency and Tour Arrangement Services
- 7291** Office Administrative Services



Arts and Recreation Services

The Arts and Recreation Services in Australia employs a relatively small number of people. Only 1.9% of workers have their main job in this industry. This is a diverse and bespoke industry of 27,500 workers and includes:

- professional and recreational sports
- creative and performing arts
- museums
- zoos and botanical gardens
- amusement parks and recreation centres

Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 9002** Creative artists, Musicians, Writers and Performers
- 9003** Performing Arts Venue Operation
- 9111** Health and Fitness Centres
- 8922** Nature Reserves and Conservation Parks Operation
- 9131** Amusement Parks and Centres Operation
- 9114** Sports and Physical Recreation Administrative Service
- 9202** Lottery Operation
- 8910** Museum Operation
- 9209** Other Gambling Activities

Education and Training

The Education and Training sector employs 1.2M people representing 8.4% of the Australian workforce. The median age of workers in this industry is 42, with 72% of the workforce represented by women.

Education and training services can be provided in a range of settings, such as:

- preschools
- schools
- technical colleges
- training centres
- universities
- the workplace or the home



Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 8102** Higher Education
- 8101** Technical and Vocational Education and Training
- 8021** Primary Education
- 8022** Secondary Education



Financial and Insurance Services

Around 3.7% of Australian workers have their main job in the Financial and Insurance Services industry.

Businesses in this industry are mainly involved in activities like:

- Banking and other financial services
- Life, health and other insurance cover
- Superannuation funds
- Other auxiliary finance and insurance services

A large share of this workforce work in cities and have a median age of 40. 52% of the workforce is represented by males.

Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 6221** Banking
- 6222** Building Society Operation
- 6223** Credit Union Operation
- 6322** General Insurance
- 6321** Health Insurance
- 6330** Superannuation Funds
- 6310** Life Insurance
- 6411** Financial Asset Broking Services
- 6419** Other Auxiliary Finance and Investment Services

Health Care and Social Assistance

Health Care and Social Assistance is the largest employing industry in Australia. Around 15.7% of workers have their main job in this industry with 77% of the workers represented by women.

This industry covers services like:

- hospitals
- general and specialist medical services
- pathology and diagnostic imaging services
- dental and allied health care
- ambulance services
- childcare
- aged and residential care

Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 8531** Dental Services
- 8512** Specialist Medical Services
- 8520** Pathology and Diagnostic Imaging Services
- 8533** Physiotherapy Services
- 8511** General Practice Medical Services
- 8402** Psychiatric Hospitals
- 8532** Optometry and Optical Dispensing
- 8539** Other Allied Health Services
- 8609** Other Residential Care Services





Information Media and Telecommunications

The Information Media and Telecommunications industry in Australia employs a relatively small number of people. Only 1.3% of workers have their main job in this industry and 60% of the workers are male, the median age is 39. A large share of the workforce work in cities and the skills are generally specialised.

Businesses in this industry are mainly involved in activities like:

- creating, enhancing, storing and distributing information products
- transmitting information products using analogue and digital signals
- operating the infrastructure to enable the transmission and storage of information and information products

Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 5411** Newspaper Publishing
- 5413** Book Publishing
- 5511** Motion Picture and Video Production
- 5521** Music Publishing
- 5610** Radio Broadcasting
- 5621** Free-to-Air Television Broadcasting
- 5622** Cable and Other Subscription Broadcasting
- 5802** Other Telecommunications Network Operation
- 5910** Internet Service Providers and Web Search Portals
- 5921** Data Processing and Web Hosting Services
- 5922** Electronic Information Storage Services
- 6010** Libraries and Archives

Other Services

Around 3.6% of workers have their main job in the Other Services industry with 32% of these workers employed on a part-time basis.

This diverse industry includes a broad range of services like:

- hairdressing and beauty services
- diet and weight management centres
- funerals, crematoriums and cemeteries
- religious services
- car repair and maintenance
- machinery repair services
- private households employing staff
- other personal services

Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 9412** Automotive Body, Paint and Interior Repair
- 9411** Automotive Electrical Services
- 9491** Clothing and Footwear Repair
- 9421** Domestic Appliance Repair and Maintenance
- 9520** Funeral, Crematorium and Cemetery Services
- 9511** Hairdressing and Beauty Services
- 9533** Parking Services



Professional, Scientific and Technical Services

Professional, Scientific and Technical Services is a large employing industry. Around 9.2% of workers have their main job in this industry with 43% represented by females.

Businesses in this industry share their expertise as a service. Some examples include:

- scientific research
- architecture and engineering
- computer system design
- legal and accounting services
- advertising and market research
- veterinary services
- professional photography

A large share of the workforce are located in cities.

Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 6932** Accounting Services
- 6940** Advertising Services
- 6921** Architectural Services
- 6931** Legal Services
- 6962** Management Advice and Related Consulting Services
- 6950** Market Research and Statistical Services
- 6991** Professional Photographic Services
- 7000** Computer System Design and Related Services





Public Administration and Safety

Around 6.6% of workers have their main job in this industry, with workers represented equally between males and females.

Organisations in this industry are mainly involved in:

- Federal, State or Local Government activities
- physical, social, economic and general public safety and security services
- enforcing regulations

Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 7520** State Government Administration
- 7530** Local Government Administration
- 7720** Regulatory Services

Retail Trade

Retail Trade is the second largest employing industry in Australia employing 1.3M workers with a median age of 33. Retail Trade businesses are mainly involved in the purchase and on selling of goods to the general public. They usually trade from shop fronts that attract high numbers of walk-in customers; however the industry includes an increasing number of businesses involved in online retailing.

Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 4212** Floor Coverings Retailing
- 4213** Houseware Retailing
- 4244** Newspaper and Book Retailing
- 4253** Watch and Jewellery Retailing
- 4271** Pharmaceutical, Cosmetic and Toiletry Goods Retailing
- 4272** Stationery Goods Retailing
- 4273** Antique and Used Goods Retailing
- 4274** Flower Retailing

Wholesale Trade

Wholesalers don't usually have a shop front to sell their items; they are the conduit between manufactures and retailers or businesses. Only 2.7% of Australian workers are employed in the wholesale trade industry with 67% represented by males.



Examples of businesses within GIO's risk appetite includes (with ANZSIC codes):

- 3712** Clothing and Footwear Wholesaling
- 3731** Furniture and Floor Covering Wholesaling
- 3332** Plumbing Goods Wholesaling
- 3323** Industrial and Agricultural Chemical Product Wholesaling
- 3733** Kitchen and Diningware Wholesaling
- 3494** Other Electrical and Electronic Goods Wholesaling
- 3720** Pharmaceutical and Toiletry Goods Wholesaling
- 3505** Motor Vehicle Dismantling and Used Parts Wholesaling
- 3492** Computer and Computer Peripheral Wholesaling

Success starts with the right support

Talk to your BDM or Underwriter today or call our Broker Support Line on 1300 132 604

DISCLAIMER:

This guide has been prepared by AAI Limited ABN 48 005 297 807 trading as GIO ('GIO'). Registered Office, Level 23, 80 Ann Street, Brisbane QLD 4000. In WA, NT, ACT and TAS workers compensation insurance is issued by GIO. In NSW, AAI Limited trading as GIO is an Agent for the Workers Compensation Nominal Insurer ABN 83 564 379 108/003 also known as icare workers insurance.

This document is intended to be used by brokers as a general guide only noting that all accounts are written on a case-by-case basis. We do not accept any loss incurred as a result of reliance upon it, please make your own enquiries. The information contained herein is not exhaustive and is not intended to impose or imply all applicable rules or requirements. For account specific appetite information, decisions and formal terms, please contact your GIO Underwriter.

Data related to Australian industries has been sourced by the Australian Bureau of Statistics and Jobs and Skills Australia. ANZSIC codes and classifications have been sourced through The Australian and New Zealand Standard Industrial Classification (Reference period 2006 - Revision 2.0).

This guide is accurate as at October 2024 and may be subject to change.

