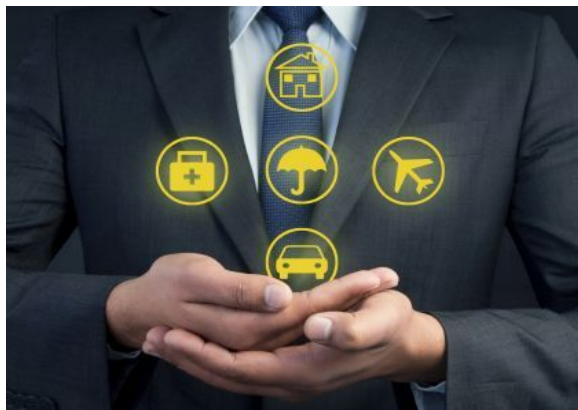


## B2B Insurance - UK - January 2016

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"The risk landscape for businesses is substantially changing. While businesses are less concerned about the impact of traditional industrial risks, they are becoming increasingly worried about the impact of other disruptive events, fierce competition in their markets, and cyber security incidents."

– Lewis Cone, B2B Analyst

### This report looks at the following areas:

- What are the key determinants driving the B2B insurance industry?
- Was the market affected by the financial crisis and how has it recovered since? Has there been any structural changes as a consequence?
- How has the government influenced and shaped the development of the sector?
- What are the key issues the UK industry needs to address to maintain its global commercial position in an ever-competitive market?
- What does the future hold for the UK's B2B insurance industry?

Business interruption, supply chain concerns, loss of reputation or brand value, and data breaches or other cyber crimes offer the biggest threat to companies and provide insurers with numerous development opportunities. Businesses and insurers both have an important role to play in adapting to and meeting the challenges ahead. Businesses must continue to strive to have a good understanding of their exposures and robust risk management, while insurers must provide comprehensive and adequately priced risk transfer when required.

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## Table of Contents

### Executive Summary

#### Market size

Figure 1: The UK Market for Commercial Insurance, in Gross Written Premiums, 2011-2015

Figure 2: UK Commercial Insurance Market, in GWP, by Insurance Type, 2011 and 2015

#### Market trends

Figure 3: UK Commercial Lines General Insurance, by Distribution Channels, 2010-2014

Figure 4: Real Growth of Direct Premiums Written in Major Non-Life Insurance Markets, by Country, 2012-2015

Figure 5: UK Commercial Property Insurance Market Size, by Premiums, 2010-2014

Figure 6: UK Liability Insurance Market Size, by Premiums, 2010-2014

Figure 7: UK PMI Healthcare Trust Market Size, by Number of Subscribers and Number of People Covered, 2010-2014

Figure 8: UK MAT Insurance Market Size, by Premiums, 2010-2014

#### Market factors

Rise in insurance premium tax could dampen market growth

Outcome of forthcoming EU referendum will affect UK industry's global position

The current macroeconomic environment has challenged the performance of B2B insurers

The introduction of the Insurance Act 2015 and Solvency II this year will change the operational structure of the industry

Companies

Forecast

Commercial GWP anticipated to experience stable growth to 2020

Figure 9: UK Market Forecast for Commercial Insurance, in GWP, 2016-2020

Industry needs to act to ensure that businesses do not remain under-insured

What we think

### Key Insights

Is the industry ready for the implementation of new regulations?

Are businesses purchasing enough insurance cover? Is it a threat to market development?

Where are the areas that B2B insurers can look to exploit and expand market opportunities?

Can the London Market adapt to challenges and help maintain the UK's current international performance?

### Introduction

Definitions

Methodology

Abbreviations

Market positioning

### UK Economy

Key points

Overview

Figure 10: UK GDP, 2004-2015

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Figure 11: Quarters after GDP Peak, 1979, 1990 and 2008

Inflation  
Interest rates  
House prices  
Consumer spending  
Manufacturing  
Business investment

Figure 12: UK GFCF 2003-15

Imports  
Exports

### Market Factors

Key points  
Rise in insurance premium tax could dampen market growth  
Outcome of forthcoming EU referendum will affect UK industry's global position  
Regulation  
The Marine Insurance Act 1906  
The Insurance Act 2015  
The Enterprise Bill 2015  
EU regulations  
Solvency II  
The Insurance Distribution Directive (IDD)  
Prudential Regulation Authority

### Market Size and Market Segmentation

Key points  
Market size  
Figure 13: The UK Market for Commercial Insurance, in Gross Written Premiums, 2011-2015  
Figure 14: The UK Market for Commercial Insurance, in Gross Written Premiums, 2011-2015  
Figure 15: The World's 10 Largest Commercial Insurance Markets, 2010 and 2014  
Figure 16: The World's 10 Largest Commercial Insurance Markets, 2010 and 2014  
Market segmentation  
Figure 17: UK Commercial Insurance Market, in GWP, by Insurance Type, 2011-2015  
Figure 18: UK Commercial Insurance Market, in GWP, by Insurance Type, 2011 and 2015  
Figure 19: UK Commercial Lines General Insurance, by Distribution Channels, 2010-2014  
Figure 20: UK Commercial Lines General Insurance, by Distribution Channels, 2010-2014  
Figure 21: Real Growth of Direct Premiums Written in Major Non-Life Insurance Markets, by Country and Region, 2012-2015  
Figure 22: Real Growth of Direct Premiums Written in Major Non-Life Insurance Markets, by Country, 2012-2015

### Market Trends

Key points

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### Motor

- Figure 23: UK Commercial Motor Insurance Market Size, by Premiums, Outgoing Payments and Underwriting Result, 2010-2014
- Figure 24: UK Commercial Motor Insurance Market Size, by Premiums, 2010-2014
- Figure 25: UK Commercial Motor Insurance Market Segmentation, by Motor Insurance Type in GWP, 2010-2014
- Figure 26: Segmentation of UK Commercial Motor Insurance, by Motor Insurance Type in GWP, 2010-2014
- Figure 27: UK Commercial Motor Insurance Market Operating Ratios, 2010-2014

### Property

- Figure 28: UK Commercial Property Insurance Market Size, by Premiums, Outgoing Payments and Underwriting Result, 2010-2014
- Figure 29: UK Commercial Property Insurance Market Size, by Premiums, 2010-2014
- Figure 30: UK Commercial Property Insurance Market Segmentation, by type in GWP, 2010-2014
- Figure 31: Segmentation of UK Commercial Property Insurance, by Type in GWP, 2010 and 2014
- Figure 32: UK Commercial Property Insurance Market Operating Ratios, 2010-2014

### Liability

- Figure 33: UK Liability Insurance Market Size, by Premiums, Outgoing Payments and Underwriting Result, 2010-2014
- Figure 34: UK Liability Insurance Market Size, by Premiums, 2010-2014
- Figure 35: UK Liability Insurance Market Segmentation, by Liability Insurance Type in GWP, 2010-2014
- Figure 36: Segmentation of UK Liability Insurance Market, by Type in GWP, 2010 and 2014
- Figure 37: UK Liability Insurance Market Operating Ratios, Total and by Liability Insurance Type 2010-2014
- Figure 38: 10 Largest Commercial Liability Insurance Markets, by Premiums and Share of Non-Life Premiums, 2013
- Figure 39: 10 Largest Commercial Liability Insurance Markets, by Premiums and Share of Non-Life Premiums, 2013

### Private medical insurance

- Figure 40: UK Corporate PMI Market Size, by Gross Earned Premiums, 2010-2014
- Figure 41: UK Corporate PMI Market Size, by Gross Earned Premiums and Average Annual Premium per Subscriber, 2010-2014
- Figure 42: UK PMI Healthcare Trust Market Size, by Number of Subscribers and Number of People Covered, 2010-2014
- Figure 43: UK PMI Healthcare Trust Market Size, by Number of Subscribers and Number of People Covered, 2010-2014
- Figure 44: UK Corporate PMI Claims Paid and Gross Margin Development, 2010-2014
- Figure 45: UK Corporate PMI Claims Paid and Gross Margin Development, 2010-2014

### Marine, Aviation and Transit (MAT)

- Figure 46: UK MAT Insurance Market Size, by Premiums, Outgoing Payments and Underwriting Result, 2010-2014
- Figure 47: UK MAT Insurance Market Size, by Premiums, 2010-2014
- Figure 48: UK Marine Insurance Market Size, by Premiums, Outgoing Payments and Underwriting Result, 2010-2014
- Figure 49: UK Aviation Insurance Market Size, by Premiums, Outgoing Payments and Underwriting Result, 2010-2014
- Figure 50: UK Transport Insurance Market Size, by Premiums, Outgoing Payments and Underwriting Result, 2010-2014
- Figure 51: UK MAT General Insurance, by Distribution Channels, 2010-2014
- Figure 52: UK MAT General Insurance, by Distribution Channels, 2010-2014

### Trade credit

- Figure 53: UK Trade Credit Insurance Market Size, by Premiums and Share of Commercial Pecuniary Loss Market, 2010-2014
- Figure 54: UK Trade Credit Insurance Market Size, by GWP and Share of Commercial Pecuniary Loss Market, 2010-2014
- Figure 55: UK Trade Credit Insurance Market, by Number of Policies and Insured Turnover Amount, 2010-2014

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Figure 56: UK Trade Credit Insurance Market, by Number of Policies and Insured Turnover Amount, 2010-2014

Figure 57: UK Trade Credit Insurance, by Number of Claims and Gross Payments, 2010-2014

Figure 58: UK Trade Credit Insurance Market Share of Premiums, by Market Segment, Customer Size and Insured Turnover and by Distribution Channels, 2010-2014

Figure 59: Share of Trade Credit Premiums, by Segmentation, 2010 and 2014

## Industry Structure

### Key points

#### Industry development

Expanding business environment leading to development of new and innovative products made available to customers

Industry starting to react to cyber security threat

Consolidation continues in soft market with movement in M&A activity

Brokers' position in the industry may need to adapt amid changing market environment

2015 saw an increase in the number of businesses and outlets operating in the industry

Figure 60: Analysis of the Changes in the Structure of the Non-Life Insurance Industry, 2011-2015

#### Structure by employment

Figure 61: Analysis of the Employment Structure of the Non-Life Insurance Industry, 2014 and 2015

#### Structure by turnover

Figure 62: Analysis of the Financial Structure of the Non-life Insurance Industry, 2014 and 2015

## Company Profiles

### Ageas

Figure 63: Financial Analysis of Ageas Insurance Limited, 2010-2014

#### Company outlook

### AIG Europe Limited (formerly Chartis Europe Limited)

Figure 64: Financial Analysis of AIG Europe Limited, 2010-2014

#### Company outlook

### Allianz

Figure 65: Financial Analysis of Allianz Holdings, 2010-2014

#### Company outlook

### Aviva

Figure 66: Financial Analysis of Aviva plc, 2010-2014

#### Company outlook

### AXA Insurance

Figure 67: Financial Analysis of AXA Insurance plc, 2010-2014

#### Company outlook

### LV Insurance

Figure 68: Financial Analysis of Liverpool Victoria Insurance Company Limited, 2010-2014

#### Company outlook

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### QBE Insurance (Europe)

Figure 69: Financial Analysis of QBE Insurance (Europe), 2010-2014

Company outlook

### RSA Group

Figure 70: Financial Analysis of RSA Group, 2010-2014

Company outlook

Figure 71: Profiled Companies' Combined GWP, 2010-2014

### Forecast

Key points

Market size and segmentation

Figure 72: The UK Market Forecast for Commercial Insurance, in Gross Written Premiums, 2016-2020

Figure 73: UK Market Forecast for Commercial Insurance, in GWP, 2016-2020

Figure 74: The UK Market Forecast for Commercial Insurance, by Type, 2016-2020

Figure 75: The UK Market Forecast for Commercial Insurance, by Type, 2016-2020

Figure 76: Forecast Real Growth of Direct Premiums Written in Major Non-Life Insurance Markets, by Country and Region, 2016-2017

Industry

Growing use of technology in the industry aims to attract more customers by providing more suitable products and reducing fraudulent claims

Cyber threats continuing to emerge as a serious threat to businesses, with B2B insurers still adapting to this new market

Increasing regulation likely to impact industry performance

Industry needs to act to ensure that businesses do not remain under-insured

### Further Sources and Contacts

Trade associations

Trade magazines

Trade exhibitions

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