

About PIB Group

A quick overview, July 2018

pib Group

Introduction

PIB Group ('PIB' or the 'Group') is a UK specialist insurance broker founded in 2015. It is a new and dynamic insurance group created to fill a gap in the market for a new independent, client centric and service focused intermediary.

PIB's formation reflected the belief that the disappearance of so many mid-sized brokers created the opportunity for a new broker, focused on the needs of UK clients, using a specialist approach and with close client relationships at its core.

“ Our focus is on insurance market expertise, specialist client focus, strong personal relationships and client service excellence. ”

Growth

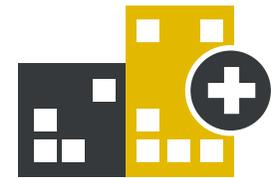
The Group is growing rapidly through acquisitions and by employing outstanding individuals with a wealth of knowledge and experience in the insurance market. To date, we have invested in 18 businesses and seek to maintain a culture of ‘ownership’ and supporting ‘entrepreneurial spirit’.



In support of this strategy, the Group secured an investment from the Carlyle Group in December 2015. The Carlyle Group (NASDAQ: CG) is a global alternative asset manager with \$201 billion of assets under management across 324 investment vehicles as of March 31, 2018.



Dissatisfaction amongst senior experienced staff at major brokers during times of structural change has created the perfect environment for PIB to recruit. We have targeted high quality, senior individuals with specialist sector knowledge, insurance market expertise, strong personal relationships and an ethic of client service excellence.



Since Carlyle’s investment PIB has acquired 18 businesses and hired in excess of 150 people (including c.100 producers), and today we offer a range of specialist teams, products and services to clients throughout the UK and Channel Islands.

Group Structure

Aligned businesses trade under established brands and operate under a small number of regulated entities supported by central Group services.



1100+
EMPLOYEES



543m
GWP



105m
REVENUES

RETAIL			WHOLESALE			
Specialty	Schemes & Affinities	Employee Benefits	MGA	London Market		
<p>GWP: £225m Revenues: £48m</p> <ul style="list-style-type: none"> > PIB (incl. QPI Legal) > Cooke & Mason > DE Ford > Channel Insurance > Franklands > Lorica > Wilby > PIB Risk Management <p>Specialist commercial lines businesses which are 'famous' for something</p>	<p>GWP: £72m Revenues: £25m</p> <ul style="list-style-type: none"> > Fish Insurance > Compass > Affinity & Direct (Guard) > Thistle Tenants > SBU / PIB SME > Morton Michel > Albany Childcare Ins <p>Direct and affinity business which is web enabled / digital; caravans, care, cycles, cameras, nurseries,</p>	<p>GWP: £38m Revenues: £4m</p> <ul style="list-style-type: none"> > PIB Employee Benefits > I2 Healthcare <p>Corporate pensions, risks and healthcare. Cross-sell into existing retail clients</p>	<p>GWP: £75m Revenues: £15m</p> <ul style="list-style-type: none"> > Thistle Underwriting > TFP Schemes > aQmen Underwriting > WWGroup <p>Strong underwriting driven MGA's and binder management</p>	<p>GWP: £130m Revenues: £12m</p> <ul style="list-style-type: none"> > Citynet Insurance Brokers <p>London market broker providing placement for 'difficult' and international risks</p>		
<p>Central / Support Services</p>	<p>Operations</p>	<p>IT</p>	<p>HR</p>	<p>Compliance & Risk</p>	<p>Finance</p>	<p>Acquisitions</p>

Group Retail Companies – Specialty Division

PIB Insurance the original Group company is a dynamic insurance broker with a range of specialisms extending across professions, property, construction, transportation and trade credit.



DE Ford is one of the UK's leading Chartered Insurance Brokers with specialist expertise within the commercial, religious, charity and care sectors, on a local and national level.



Cooke & Mason is one of the UK's leading Chartered Insurance Brokers, employing over 120 insurance, claims and risk management specialists. Strong expertise in the motor trade, haulage and hotel sectors.



Franklands is a Chartered Insurance broker which has been trading for over 30 years and provides commercial insurance with specialisms in professional indemnity and the chartered surveyor sectors.



Channel Insurance Brokers (CIB) based in Guernsey, is one of the leading Channel Islands insurance brokers, with a broad portfolio of clients across Guernsey, Alderney, Jersey and Sark.



QPI Legal is specialist providing PI insurance to the legal profession. QPI provides risk management, as well as insurance to niche practice solicitors and insurance in the office and cyber related fields.



Group Retail Companies – Specialty Division *(continued)*

PIB Risk Management

is focused on providing simple, creative and effective solutions to risk management. Services include business continuity planning, health & safety consultancy, fire risk assessment as well as an online risk management solution, xCenta.

PIB Risk Management was further strengthened in June 2018 with the acquisition of Lincsafe Health & Safety.



Lorica was established in 2007 and has grown through the recruitment of high quality individuals who drive strong organic growth. The business has strong propositions in property, sports & leisure and cyber, and market leading retention founded upon high levels of service and clients engagement.



Wilby specialises in commercial insurance and risk management solutions. Key areas of specialty are in the commercial insurance for caravan dealers and parks and care (children's and social care, hospices and shelters) sectors, plus motorcycle dealers and construction.



Group Retail Companies – Schemes & Affinities

Thistle Insurance online, affinity schemes and SME with a focus on the leisure and lifestyle, commercial and professional risks markets. It creates, distributes and manages non-brokered niche products for these markets, delivering to consumers and SMEs under the 'Compass' and 'Guard' brands.



Fish Insurance is a provider of specialist insurance in the UK for people with pre-existing medical conditions, disabilities or mobility issues. Also provides insurance cover wheelchairs, mobility scooters, in-home products such as stair lifts and hoists as well as cover for wheelchair accessible vehicles.



Albany Childcare Insurance is a leading provider of childcare insurance. Focused on smaller, family run childcare businesses and specialises in providing childcare and nursery insurance. Its products and services complement those of Morton Michel.

Morton Michel is the UK's leading childcare insurance specialist, offering a range of insurance policies for childminders and nannies as well as nurseries, pre-schools, out of school clubs and other groups connected with childcare.



Group Retail Companies – Employee Benefits

PIB Employee Benefits

deliver innovative products and services across the whole spectrum of employee benefits for organisations across all areas of financial and non-financial rewards that meet the needs of the business and its employees. This includes healthcare, corporate pensions, risk, employee benefit communications and employee benefits technology.



i2 Healthcare is a leading independent specialist corporate healthcare intermediary established to advise corporate clients across a range of sectors on their health insurance and employee wellness requirements. Principal areas of expertise include private medical insurance, group life insurance and income protection cover. i2 was acquired by PIB in June 2018 and joined forces with the PIB Employee Benefits business.

i2 Healthcare
Corporate Health Specialists

Locations & Brands

PIB employs over 1100 people in over 40 offices throughout the UK and Channel Islands



Specialty (Retail)



Schemes & Affinities (Retail)



Employee Benefits (Retail)



Underwriting & London Market (Wholesale)

