



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?

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.

Our values – Differentiation, Expertise, Added Value and Ease of Doing Business – are built on these strong foundations.

DIFFERENTIATION

Across Pen we offer more than 60 products, underwritten by industry specialists, providing cover in hard to fill niches.

As well as one of the most varied product ranges in the market, we understand the value of doing business differently – of handling ordinary needs in extraordinary ways - so that standard becomes superior.

EXPERTISE

Being “technical underwriters who trade” defines everything we do.

That means technical expertise from backroom specialists such as analysts, actuaries, pricing experts and capacity managers – not many other underwriting businesses can say the same.

But most of all, business and market acumen so you can trade and negotiate with empowered underwriters.

ADDED VALUE

Whichever Pen product you choose, we believe there should always be an advantage – something in it for you – whether you are a policyholder, capacity provider or broker:

- Claims management that is bespoke to each product, and many products serviced by in-house specialists
- Wide range of capacity supporting £500M GWP
- Hard to find clauses that give brokers an advantage and clients better protection
- Built-in services, like environmental consultancy, so we improve businesses, not just insure them

EASY TO DO BUSINESS WITH

We recognise that although the business landscape is ever-changing, what people value remains unaltered – support, expertise and old-fashioned service.

That's why:

- You can contact our 400 staff on the phone, via our app, or face to face in one of our 15 offices across the UK.
- You choose how to trade with us: most of our products are personally underwritten but we also offer e-traded products and delegated authorities.
- And whether you want to discuss an opportunity, resolve a problem or close a deal, you'll find our leadership hands-on.

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