



CORPORATE PROFILE 2017



ABOUT INSURANCE ADVISERNET

Insurance Advisernet was founded in 1996. Today we're one of the largest and most respected general insurance businesses in Australia and New Zealand, with an ever growing network of over 180 authorised insurance advice practices.

We're also part of the ASX-listed AUB Group (Austbrokers), with more than 450,000 clients and \$4.5 billion in gross written premiums. This brings us unrivalled strength and buying power for our clients, spanning every major insurer in Australasia as well as direct access to major overseas insurers including Lloyd's of London as and when required.

ADVICE YOU CAN TRUST.

Trust sits at the heart of any successful relationship. It's the cornerstone on which Insurance Advisernet is built. For two decades Insurance Advisernet has grown through an unwavering trust from business owners across Australia and New Zealand; that we'll always be transparent, do what we say we'll do, and go further to understand your risk profile and ensure your insurance needs are accurately and objectively met. This trust has seen us become one of Australasia's leading general insurance broker dealer groups by delivering the very best advice, the most efficient systems and the right insurance solutions for every individual client. It's a trust we never take lightly or for granted. And one we look forward to sharing with you.

INSURANCE ADVISERNET THE NUMBERS



FOUNDED IN
1996

460  STAFF

**OVER
120,000
POLICIES**



 **OVER
64,000
CLIENTS**

50%
AUB GROUP
SHAREHOLDER


**ALMOST
\$500m**
IN GROSS WRITTEN
PREMIUMS


\$200m
IN PROFESSIONAL
INDEMNITY

180
AUTHORISED
INSURANCE ADVICE
PRACTICES
IN AUSTRALIA & NEW ZEALAND



WHY CHOOSE INSURANCE ADVISERNET?

Every year more and more businesses entrust their risk management requirements to Insurance Advisernet and enjoy considerable benefits in doing so. By choosing an authorised Insurance Advisernet representative, you will too.



Trust is the cornerstone on which our business is built. It means we do what we say we'll do. Use our expertise to put your needs first and foremost. And are always transparent about the advice we provide and why we provide it.



Great advice is based on great understanding and relationships. It's why adopting a risk management approach and assessing your unique risk profile is essential to ensuring the right policies are always in place. It's what sets us apart.

The four pillars of Insurance Advisernet

We believe in delivering you the very best advice, the most efficient systems and the right insurance solutions, all built upon our four core business pillars.



Choice

Insurance is no time for compromise. It's vital to have access to a wide range of insurance options so, once identified, your needs can be effectively met. It's why we have active relationships with more than 100 major insurers.



Value

Price is always important. But value goes much further. It's the sum total of the depth of our relationships, the quality of our advice, the breadth of our offering and the efficiency of our systems - all bolstered by our unrivalled buying power as one of the leading general insurance broker dealer groups. Ultimately though, our key value to you is as your advocate in the event of a claim.

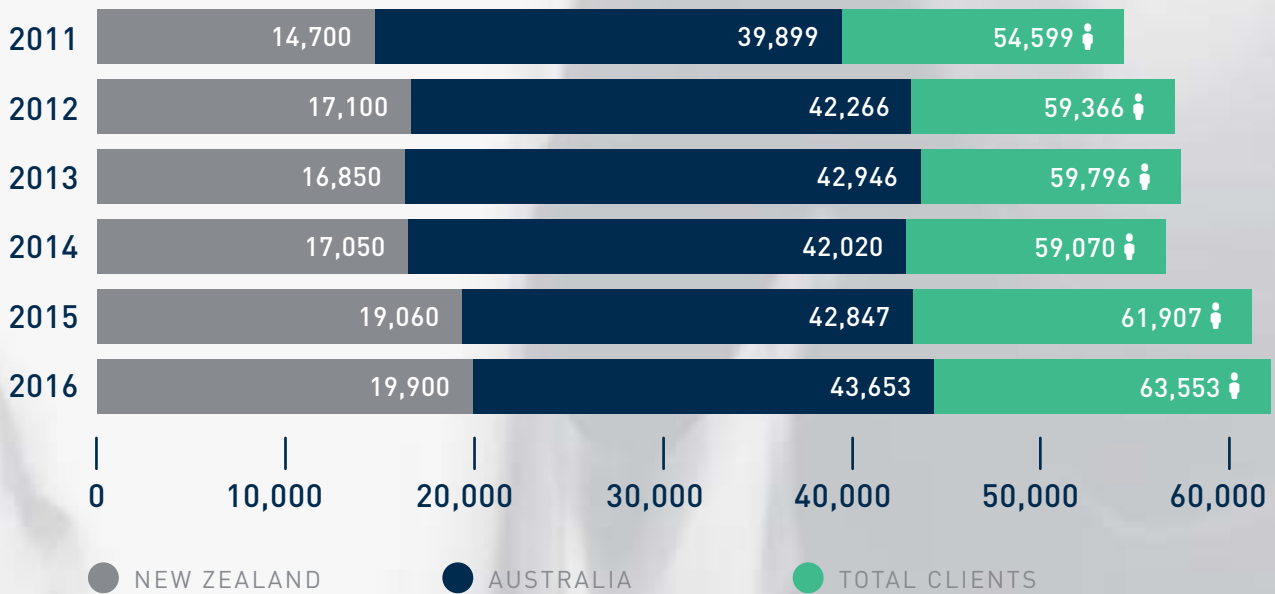
THE SUCCESS

The following graphs indicate the outstanding growth that Insurance Advisernet has achieved since inception and is a testimony to the success of the model and quality of the people within our network.

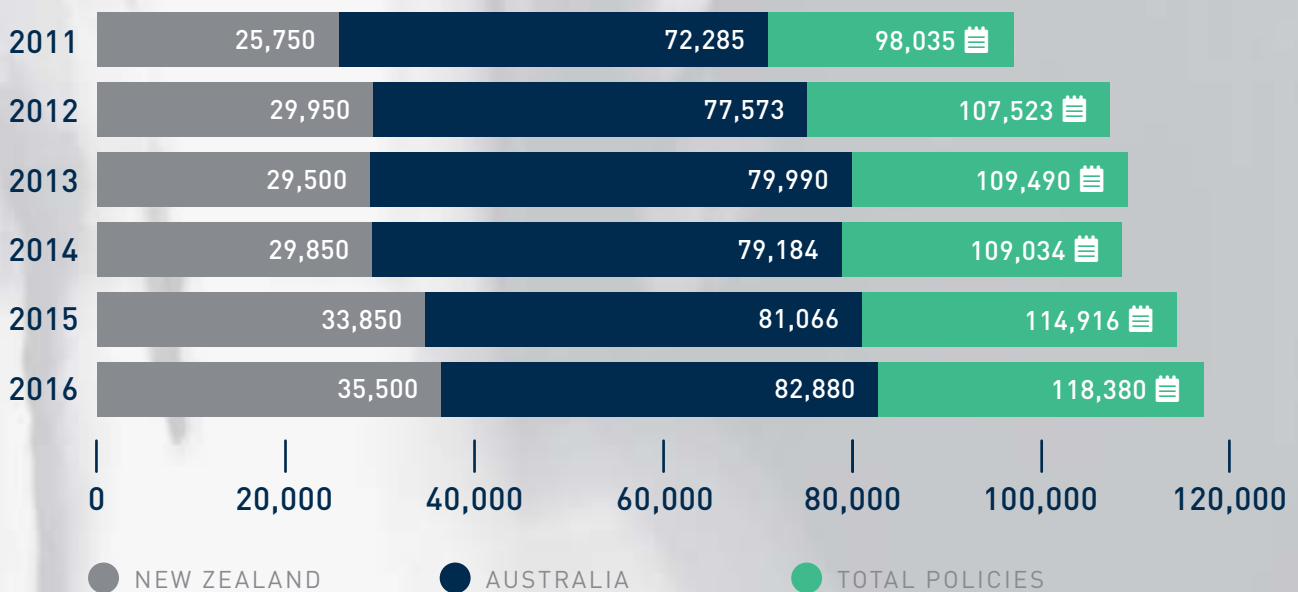
GWP by Country (\$m's)



Clients by Country



Policies by Country



THE PURPOSE

Our vision is to provide insurance brokers with the benefits of maintaining their local presence whilst being able to tap into a national buying group for products and services needed by their customers in today's complex business world.

Our Vision

- ✓ Be a dynamic, market leading general insurance broking dealer group
- ✓ Deliver superior business systems, products and services to our brokers
- ✓ Be innovative, agile and adept to remain relevant in a fast-changing insurance environment
- ✓ Attract and retain highly professional team-orientated people
- ✓ Retain our family culture with embedded values and people who 'walk the talk'
- ✓ Encourage a superior life/family/work balance

Our Mission

- ✓ Provide our brokers with products and services that add superior value and become an integral part of their business
- ✓ Be an advocate to protect, enhance and grow our broker practices
- ✓ Deliver business tools that help our brokers provide quality professional advice and training
- ✓ Provide our brokers with sound business advice
- ✓ Provide our brokers with high quality new business referrals
- ✓ Above all, consult and listen to our brokers to ensure everything we do allows them to achieve their personal and business goals with Insurance Advisernet

Through this vision and mission Insurance Advisernet brokers are able to offer their customers:

Competitively priced products

Peace of mind in their insurance arrangements

Access to leading New Zealand and International insurers

Sincere and personalised working relationships

More profitable, productive and safer workplaces for their staff

Claims advocacy advice, when our clients need our professional advice

"Insurance Advisernet exceeds our customers' expectations through a balance of great people with great technology to give great advice."

SHAUN STANDFIELD

MANAGING DIRECTOR,

INSURANCE ADVISERNET AUSTRALIA & NEW ZEALAND

OUR NETWORK



- 16** BRISBANE
- 1** TOWNSVILLE
- 8** SUNSHINE COAST
- 13** GOLD COAST
- 3** ADELAIDE
- 1** BAROSSA VALLEY
- 3** PERTH
- 3** DARWIN
- 35** SYDNEY
- 8** NORTHERN NSW
- 1** HUNTER REGION
- 2** CENTRAL COAST
- 1** DUBBO
- 1** HAWKESBURY REGION
- 2** SOUTH WEST SYDNEY
- 2** SOUTH COAST
- 3** CANBERRA
- 18** MELBOURNE
- 4** REGIONAL MELBOURNE
- 2** NARRE WARREN
- 1** OFFICER
- 3** TORQUAY
- 1** LAUNCESTON
- 1** MARGATE

With over 180 authorised insurance advice practices and 460 staff across Australia and New Zealand, Insurance Advisernet is one of the leading insurance dealer groups in the Southern Hemisphere. Each year we help more than 61,000 active clients and manage in excess of 100,000 policies.

13 AUCKLAND

- NEWMARKET
- NORTHCOTE
- ALBANY
- TAKAPUNA
- PARNELL

1 PUKEKOHE

2 TAURANGA

1 ROTORUA

2 HAMILTON

4 WELLINGTON

1 NEW PLYMOUTH

1 TAIHAPE

2 HASTINGS

1 MASTERTON

2 CHRISTCHURCH

- RICCARTON

1 WANAKA

2 INVERCARGILL

1 DUNEDIN

2 NELSON



CLAIMS MANAGEMENT

We believe the true test of the value and integrity of the relationship between an insurance broker and a client is the provision of fast and efficient claims service and advice. This is why our claims philosophy is built on a number of key principles:

- ✓ Act fairly in the interests of our clients in the event of a claim
- ✓ Assist our clients to understand overly technical policy interpretations
- ✓ Assist our clients to reduce the cost and the number of claims through effective risk management strategies
- ✓ Assist our clients through difficult times

In the event of a claim, we will:

- ✓ Provide our clients with the insurer's claim form if needed
- ✓ Arrange for the loss assessor to be appointed if applicable
- ✓ Advise on the completion of the claim form
- ✓ Provide advice to ensure clients have received their full entitlements

Ultimately though, our key value to you is as your advocate in the event of a claim.

OUR BOARD

IAN CARR

FOUNDER & CHAIRMAN, INSURANCE
ADVISERNET AUSTRALIA & NEW ZEALAND

Ian has worked in the insurance broking industry for over 40 years. His extensive experience includes numerous senior positions such as State Manager, General Manager and Director, Operations for a major national insurance broker in Australia. Ian founded Insurance Advisernet in 1996 and under his stewardship Insurance Advisernet has grown spectacularly to be one of the largest general insurance brokerages in Australia and New Zealand. He holds an Advanced Diploma Financial Services (Broking) and is a Fellow of NIBA, MAICD.

SHAUN STANDFIELD

MANAGING DIRECTOR, INSURANCE ADVISERNET
AUSTRALIA & NEW ZEALAND

As an experienced insurance executive, Shaun boasts a proven track-record in leading large multi-disciplined insurance sales, claims and underwriting operations and has led significant change programs in both Australia and Asia. He holds a Bachelor of Business, Graduate Management Qualification, Masters in Business Administration (MBA), Advanced Diploma of Financial Services and Graduate Diploma from the Australian Institute of Company Directors.

DALE COOMBES

DIRECTOR RISK, INSURANCE ADVISERNET
AUSTRALIA & NEW ZEALAND

Dale has worked in the financial services and insurance sector for over 40 years including senior and executive management roles. Dale is dedicated to providing technical and claims support to Insurance Advisernet and IANZ advisers and brokers in respect of large or complex losses. He holds an Advanced Diploma of Financial Services (Broking) and is a Fellow of NIBA, MAICD.

DAVID CRAWFORD

DIRECTOR

David started his insurance career with NZI in Auckland before travelling to London where he worked in a variety of roles and businesses in the insurance industry. He returned to New Zealand in the mid 1990's where he worked for Marsh for 4 years and then joined JLT in 2002 to help them re-establish a Corporate broking offering. He then took up the position of National Development Manager, before leaving in 2006 to start Insurance Advisernet in New Zealand. David is a board member of Insurance Brokers Association of New Zealand (IBANZ) and Chair of the PIQ College, a private training enterprise and a leading provider of education and training to the financial services industry.

OUR PARTNERS

The strength of Insurance Advisernet goes far beyond the walls of our own business. It's also about the quality partnerships we build and nurture every day, from our ongoing relationship with the highly respected NZbrokers Group, to the insurers we choose to work with and our ongoing involvement with key industry associations.

1. NZbrokers Group

NZbrokers is New Zealand's third largest insurance broking group, collectively representing over 87+ independent businesses across the country. Our association with NZbrokers provides us with increased leverage and buying power with insurers



2. Leading Insurers

Rather than focus on a small number of 'favoured' insurers, our dedicated approach has allowed us to spend many years forging relationships with the very best local and international insurance providers. The benefits of these relationships are seen every day by our clients. Insurance Advisernet advisers have access to over 100 insurers to meet our clients insurance needs.



"Insurance Advisernet allows insurance brokers and their clients to enjoy the benefits of locally-based understanding and services whilst also being able to tap into the tremendous value and choice of a national buying group."

IAN CARR

*FOUNDER & CHAIRMAN,
INSURANCE ADVISERNET AUSTRALIA & NEW ZEALAND*

3. Premium Funding

For many clients and industries we understand the vital importance of preserving day-to-day cash flow. In such situations we can help our clients spread their insurance premium payments over time through an instalment arrangement, arranged via our relationships with reputable insurance premium funding companies.

4. Industry Affiliations

As one of the leading general insurance broking groups in Australasia, Insurance Advisernet takes a deep and active role in the insurance industry through a variety of initiatives and affiliations.



Macquarie
Pacific
Funding





Insurance Advisernet Australia Pty Ltd
Insurance Advisernet New Zealand Ltd

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