



Protecting your interests in  
a rapidly changing world  
We're with you all the way

**pib** insurance  
brokers



# You are at the forefront of everything we do

**We establish strong and meaningful working relationships based on the same values as our clients.**

At PIB Insurance Brokers, it's you that matters the most: your organisation, your people, your needs, your risks and your future. Everything we do is aimed at protecting your interests, giving you the clarity to focus, the space to develop and the capability to build your business, safe in the knowledge we have your back at every step.

With access to a large pool of skills, expertise and knowledge, we are confident that our team will be able to support you as you continue to flourish.

Our team will work with you in undertaking portfolio analysis, building individual risk

profiles and offering ongoing service, advice and risk management support as your business and risk environment evolves.

We take the time to understand your business, its culture, operations and growth aspirations, ensuring throughout our relationship together that we provide bespoke solutions tailored to the needs of your organisation.

We are constantly evolving and striving to innovate and refine our service offering, demonstrating our commitment to work with you as your trusted insurance partner. We will be **with you all the way.**



# A dynamic group with an appetite for success

PIB Insurance Brokers is part of PIB Group a dynamic, fast-growing business, with a wealth of knowledge and an entrepreneurial spirit which drives new ideas.

A market leader in the provision of specialist insurance solutions across the UK, and with an international presence, PIB Group continues to expand, both organically and through a programme of acquisition and integration.

By bringing together companies and individuals recognised as leaders across a range of specialist markets, the Group draws on expertise and insights gained over many years to deliver the highest levels of service to clients.



**3980+ employees**



**£1.3bn+ GWP**



**£551m+ revenue**



**Growing international presence**



# The PIB difference

Since we formed, we've focused on doing things differently and it's this approach that has given us **poise and agility**.

Our commitment to sector expertise; our client-focused approach; our collaborative, entrepreneurial culture; our people, invested in and empowered to share their knowledge; our local network across the UK; a growing international presence and the breadth of our offering, including risk management, employee benefits, trade credit insurance, surety bonds and private clients - all combine to differentiate us in the market.

But we're more than the sum of our parts. We're agile and adept, flexible and fast-moving, always looking to move with the times and embrace the new. It's a formidable package, meeting your needs today, tomorrow and into the future.

“

I gain great confidence in the scope of coverage as a result of PIB's speed of response, subject matter expertise and all-round customer service.

Colin, Finance Director, Healthcare Sector

”

# Expertise is our specialism

We have focused on investing in businesses and people that are famous for their specialisms.

From agriculture to zoos and almost everything in between, our extensive capabilities are underpinned by the heritage and expertise of the businesses we've successfully acquired and integrated into our fold.

Our talented teams can provide you with extensive sector insight, experience and knowledge.

Awarded 5-Star Brokerages status by Insurance Business UK, named in the top 10 UK Brokers by Insurance Age, and PIB Group was ranked in The Sunday Times Virgin Atlantic Fast Track 100 and in The Sunday Times PwC Top Track 250, alongside our Chartered Status, our credentials are in no doubt.



Some insurance companies treat those they support as 'customers'; we have found the relationship with PIB being more as 'partners'. They understand our business, are really reactive to our requirements and are always available to give good, easy to understand advice whenever needed.

Gerry, Operations Director, Care Sector

# A local touch...

An expanding network of local branches gives us a community presence across the UK and an understanding of issues from the ground up. With a finger on the pulse, we offer an exceptional level of client-centric, service-focused support.

Combined with our extensive sector expertise, it's a powerful combination, enabling us to make a real difference to your organisation, at any stage in your journey.



# ...combined with international experience

Our international division provides a worldwide broker network able to support our clients with solutions for many classes of business around the world.

We have access to experts both in the UK and worldwide that can provide global, multi-national and local programmes to suit your needs.



# Every component working in harmony

Within PIB Group you can access a wide range of additional services to support, protect and grow your organisation.

PART OF \ **piB Group**

## **piB** employee benefits

PIB Employee Benefits uses benefits as a strategic tool, not only to assist recruitment and retention but also to align employee behaviours so they support your organisation's objectives and culture.

Protection and benefits for employees include pensions, group risk, healthcare and wellbeing.

## **piB** insurance brokers

### Trade Credit Insurance

Our Trade Credit & Surety division offer tailored solutions that mitigate credit risk whilst enabling sales growth.

Complimenting a client's own credit management, our team of experts work with businesses to enable them to trade with confidence. We have access to markets and partners globally and can advise businesses on bespoke credit insurance and non-payment solutions that allow clients to maximise the benefits available to them.

## **piB** risk management

PIB Risk Management understand that we are all operating in an ever-changing environment and that our clients rely on our agility to help anticipate potential changes in risk.

They are on hand to support you, managing and meeting your health, safety, and risk management requirements.

### Private Client Insurance

Our Private Clients team specialises in providing bespoke insurance for treasured possessions and valuables and deliver tailored insurance designed for our clients and their needs.

Our high net-worth experts work with a panel of recognised insurers to ensure each individual's specific requirements are understood and met.



# With you when you need us the most

**We combine specialist claims expertise with strong insurer relationships to support you and ensure a fair outcome to your claim.**

We have invested in creating a team that can draw on expertise across the range of claim types you may encounter, with specialist knowledge of financial lines, liability, motor, property claims and more.

Due to our scale and approach, we have credible and long-standing relationships with the wider insurance market and are able to use our influence to support our clients when making a claim.

Our support is not limited to desktop handling, and we are able to ensure that you are accompanied at any loss adjuster/expert meetings where our input would add value.

We also produce meaningful MI and data which will allow you to consider any further risk assessments.

We are committed to supporting our clients when they need us most: we are the claims service you can depend on. We blend expertise, experience, insightful data and knowledge to provide an end-to-end claims service.

Our clients trust us with their business and that trust is integral to our claims value proposition

“  
Having trusted PIB with our insurance needs, we are pleased to confirm that when we suffered an incident with a potentially sizeable claim, PIB acted swiftly, persistently and professionally to protect our position and provide a robust defence, protecting our commercial reputation and the potential financial impact with clear, concise and easy to understand communication.  
”

Alastair, CEO, Hospitality Sector





# Committed to the planet and our communities

Our approach to  
environmental, social  
and governance (ESG)  
sets out how we aim to  
always do the right thing.

## Environmental

We are on a journey to carbon neutrality. We are committed to making a positive difference to the communities in which we operate, continually identifying ways to manage the impact of our

business activities on the environment in a responsible way. Our goal is to achieve net zero status by 2035.

## Social

We are committed to making a positive difference in the communities in which we operate.

Our colleagues are tasked to consider how their skills or talents could be used in their local communities and we support colleagues volunteering or fundraising for charitable and community causes.

In addition, the PIB Community Trust was set up at the end of 2020 to share a proportion of

our group's revenue with worthy causes. Our colleagues nominate causes and their own fundraising efforts are also boosted by the trust.

We are dedicated to creating a collaborative culture for our colleagues with a strong focus on wellbeing and engagement. As an equal opportunities employer, we offer a supportive and respectful working environment regardless of race, ethnicity, gender, age, religion, disability or sexual orientation.

## Governance

Governance at PIB is defined as the structure, processes and 'tone' for the way our organisation is led, directed and overseen.

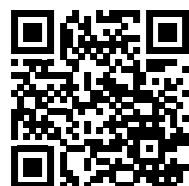
The Group Board is responsible for setting 'tone from the top'. It is committed to ensuring PIB

operates within a strong moral compass and that PIB truly lives up to always Doing the Right Thing as set out in our Code of Conduct and our policies.

# Next steps

We'd be delighted to have the opportunity to review your current arrangements, moving brokers can seem daunting but we work hard to make the process as simple and stress free as possible.

Contact us



## Step 1: Contact us

If you've already been speaking to one of our colleagues then that's great, let them know you're interested and they can talk you through how they can help.

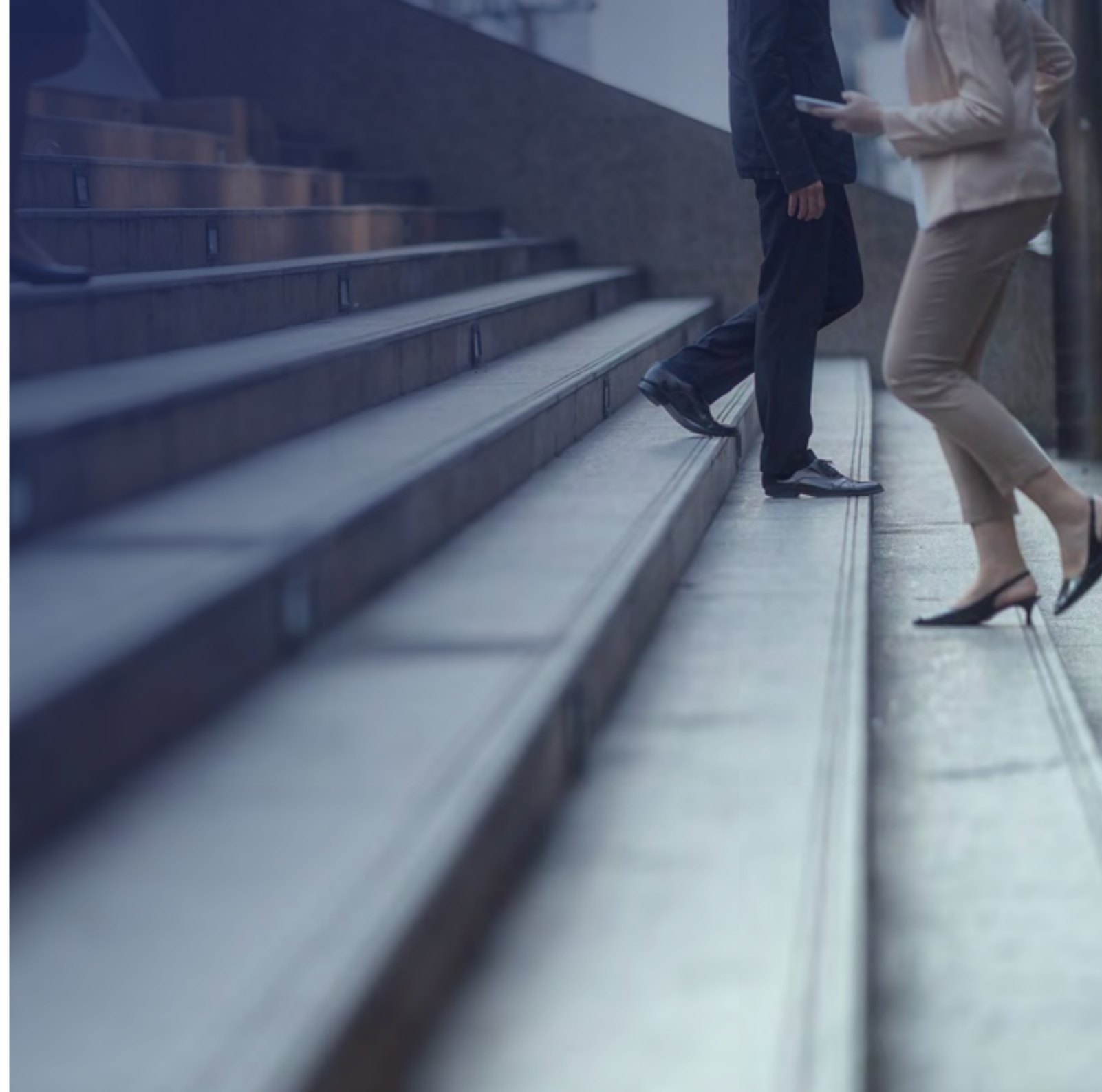
Alternatively you can contact us on 0330 058 9863 or find your local branch with our branch finder [pib-insurance.com/find-a-branch](https://pib-insurance.com/find-a-branch)

## Step 2: Agree broking strategy

We will work with you to agree an appropriate broking strategy based on your goals and our experience in getting the best from the market. We'll do our best to reduce the burden on you and collect any information we need in an efficient manner.

## Step 3: Ensure a smooth transition

If you're happy with the results of our work then we will work with insurers to transfer your policies to us, or set up new policies where appropriate.



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**With you all the way**  
[pib-insurance.com](http://pib-insurance.com)

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