

Broker managers gain prominence 2007 composite reshuffle

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aw Tjaardstra

OF THE largest carriers in
K are busy restructuring their
esses for 2007 as the soft mar-
ntinues to bite.

t has started implementation
anisational change to split the
ny into four separate divi-
which it hopes will improve
and help it achieve its 2012
f being the preferred partner
lients.

ultaneously, David Smith,
t management director at
Commercial and Municipal,
en made managing director
king in the UK and will be
sible for all commercial and
al business transacted via bro-
mith told *Professional Broking*

he will be meeting key personal lines
brokers in December. As a result
Dave Parry, Zurich's intermediary
development director of UK personal
lines, is said to have moved on of his
own volition.

Guy Munnoch, managing direc-
tor of Zurich Commercial and
Municipal will succeed Ian Stuart as
chief executive from 1 January and
Adrian Saunders will become acting
head of partnerships.

At Axa, the changes, which will
in reality come into effect from
January 1, will be across its life and
general insurance businesses. The
creation of four divisions has created
the need for four general managers,
which will bring greater autonomy
for each division but also greater
accountability for each divisional

GM. All functions, including sales
and marketing plus all technical
aspects of underwriting and product
manufacture, will be placed under
the remit of each MD, which will
also have responsibility for their
division's profit. The general insur-
ance side will now be headed by
Guy Stouls, as managing director.

Each GM responsible for the
four divisions within it will report
directly to Mark Cliff, who is now
markets managing director. The
GMs include: Anthony Middle,
responsible for Axa's corporate
Partners; Michael Keating will head
up the personal lines intermediary
business; Gary Stott will lead com-
mercial lines intermediary and Axa
Solutions; and its SME arm will be
led by David Aiston.

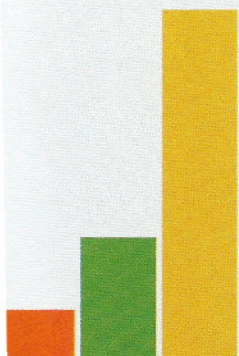
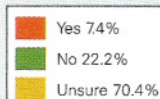
White promoted at BIBA

The British Insurance Brokers
Association has promoted Steve
White, head of regulation and
compliance, to its executive team.
However, he will remain in
charge of regulation and training
in a move designed to place com-
pliance at the trade body's core.
White commented: "BIBA recog-
nises that compliance is the DNA
of most brokers' business and it
didn't seem right not having it at
the heart of the executive."

Subsidence Forum to meet BIBA in January

The Subsidence Forum, headed by
John Parvin, is to meet the British
Insurance Brokers' Association in
January to encourage more broker
co-operation in tackling subsi-
dence challenges. Parvin is keen for
brokers to become involved in the
forum. He said: "They are a crucial
link in the subsidence claim chain
and play a pivotal role with high
and mid net worth customers."

Professional Broking line poll and results



BIBA's proposals on commission
use the FSA if there is wide adop-
tion by brokers?

ber online poll question:
u expect to see service
ement resulting from
s restructuring?

in this month's poll, visit
professionalbroking.co.uk

Giles buys Miller retail arm

GLASGOW-BASED Giles Insurance
Brokers has acquired Miller Insurance
Services UK, the retail arm of Miller
Insurance Services, both subsidiaries of
Miller Insurance Investments, follow-
ing Miller's review of its retail busi-
ness. *Professional Broking* understands
this will add around £20m of gross
written premium to Giles's income
taking it to a total of £125m.

Miller's retail arm specialises in
life science — including biotechnol-
ogy and pharmaceutical companies,
estate agents and theatres.

A total of 60 employees will join
Giles, despite reports to the con-
trary, and its office will remain in
Beckenham under the leadership of
managing director Howard Pearson.
Pearson will become a director
on main board of Giles and share
responsibilities for the south along-
side director Sean Finnegan.

Chris Giles, chief executive officer
of Giles Insurance Brokers, said: "The
deal is subject to regulatory approval
and the name will be changed to Giles
Insurance Brokers immediately."

He continued: "We are trying to

beef up our presence in the south
and are looking for focused staff to
help us with our ambitions."

Commenting on recent reports
that cast doubt over the 60 employ-
ees' future Giles said: "There have
been reports that are nothing short
of scurrilous and have upset staff but
the truth is this is a perfect deal for
as the average client size for the part
of Miller that we are buying is very
much within our target range."

Giles added he would review
whether the Croydon office could be
integrated into Beckenham but
said any move would be in the
"long term".

Following Miller's review, it is
transferring its global risk account,
which deals with larger, complex risks
and around £10m of GWP to London
from its Beckenham office. A total of
10 employees will make the move to
the City by the end of the year.

Giles has recently moved to Surrey
from his native Scotland and was
backed in a management buy-out by
private equity house Gresham in a
deal worth £45m in the summer.

Love finds a way to Perkins Slade

Midlands-based broker Perkins
Slade has appointed Stuart Love,
former managing director at Welsh
broker Thomas, Carroll, as a main
board director, with responsibility
for the sports division. Richard
Doubleday has also been appointed
chairman of the division. This
follows the announcement that
Wayne Robertson, director of
sport, is retiring in early 2007.

Risk management on the rise among SMEs

The fast-rising costs for energy and
rent, followed closely by business
taxation, are the top two business
concerns among SMEs, accord-
ing to a survey commissioned by
Hiscox. The effect of the economy
on their business; dealing with
paperwork/regulation; compliance
with company law; and busi-
ness continuity problems such as
power-cuts, also rated highly. As a
result, SMEs are increasingly pre-
occupied by risk management and
fears of spurious legal claims.