GeoInsurance

Integrating Addressing, Geocoding, Perils and Accumulation Solutions

Rob Osment - Geographic Risks Manager
David Howell - Geographic Risks Consultant
Royal & SunAlliance - Our Business

• Operating in the UK since 1710
• UK's second largest commercial lines insurer with a market share in excess of 10%
• The third biggest provider of property and motor insurance in the UK
• Over 65% of the top 250 FTSE listed retailers rely on us for their commercial insurance
• Transacting business in over 130 countries with over 20 million customers worldwide
• Managing £14 billion of investments with Shareholders' funds of £2.7bn.
Issues affecting the Insurance Sector

- Increased Competition
- Regulation (e.g. Financial Service Authority)
- Compliance - Sarbanes Oxley and London Stock Exchange Regulations
- Natural Catastrophes
- Need to Differentiate and Create Competitive Advantage.
Business Transformation Programme

• We have implemented an operational improvements programme to enhance efficiency, controls and the customer experience

• Reduce operating base.

• Concentrate on key competencies.

• Systems Rationalisation. New Underwriting System.

“one system, one process, one approach”
Commitment to Geographic Information Systems

• Every insured property has a location
  – The relationship between the location of the insured property and its proximity to risk is core to our business
  • Ensure affordable insurance is widely available
  • Appropriate pricing at location level
  • Capacity management for accumulated risk and re-insurance
  • Accessible and accurate business information
  • Catastrophe modelling