

Who to see and what they're saying at Biba

The *Insurance Times* team will be passing on all the news as it happens. See us on stand B80

MARKERSTUDY (STAND C2)

- **Who will be there?** Gary Humphreys, group underwriting director; Kevin Spencer, group chief executive and Martyn Holman, group commercial director
- **What's on their agenda?** Humphreys says: "The 'high rollers' from Markerstudy Insurance, Zenith Insurance and Auto Windscreens will be there to present our motor schemes portfolio"
- **What's not on their agenda?** Setting up a bland, forgettable stand in a quiet corner of Manchester Central

LV= (STAND D30)

- **Who will be there?** John O'Roarke, general insurance managing director; Phil Bunker, LV= broker managing director; Mike Crane, commercial lines director; Michael Lawrence, personal lines director
- **What's on their agenda?** Catching up with their broker partners and telling them about new products and services
- **What's not on their agenda?** Growing the motor book at a time when falling rates has put a further squeeze on profitability

AGEAS (STAND D20)

- **Who will be there?** Andy Watson, chief executive; François-Xavier Boisseau, chief executive insurance; Chris Dobson, director of distribution and development
- **What's on their agenda?** Talking to brokers about schemes business across all lines, as well as commercial digital trading
- **What's not on their agenda?** The insurer's integration progress, which it says is going to plan. And the fact that it was the worst performing underwriter in 2014, according to the latest *Insurance Times* study of the big UK GI insurers

AXA (STAND E40)

- **Who will be there?** Amanda Blanc, chief executive commercial lines and personal intermediary; Laurent Matras, managing director personal lines intermediary; Jon Walker, managing director commercial lines intermediary; David Williams, managing director underwriting
- **What's on their agenda?** Promoting AXA's five-year growth plan, which includes focusing on: transparency in claims and fraud prevention; mid-market proposition AXA Vantage; e-trading proposition and products; new mid net worth products; non-standard personal lines risks; the Premier Partner regional broker club; and the digitisation of claims process
- **What's not on their agenda?** Doing anything that will jeopardise the recent profitability improvements

COVÉA INSURANCE (STAND F38)

- **Who will be there?** James Reader, chief executive; Adrian Furness, claims director; Simon Cooter, commercial lines director; Chris Withers, head of distribution; Sue Coffey, head of personal lines
- **What's on their agenda?** The Covéa stand will focus on the theme of great service. Delegates can visit the stand and share their service stories, which will be copied on to Covéa's storyboard wall
- **What's not on their agenda?** Taking the foot off the gas on their commercial business growth plans

AVIVA (STAND C20)

- **Who will be there?** Phil Bayles, chief sales and marketing officer; Fraser Edmond, broker distribution director; Jon Neill, personal lines broker director; Caroline Cooper, director of claims global fulfilment; Angus Eaton, managing director commercial lines
- **What's on their agenda?** Trumpeting the fact that they topped the *Insurance Times* study of underwriting performance in 2014 and plans to maintain that growth and performance
- **What's not on their agenda?** Talking about plans to cut 1,500 jobs through its Friends Life acquisition

RSA (STAND E20)

- **Who will be there?** Steve Lewis, chief executive UK & Western Europe; Jon Hancock, managing director UK commercial lines; Mark Christer, managing director UK personal lines
- **What's on their agenda?** The focus will be on showcasing its expertise in schemes, e-trading and commercial combined, as well as claims service. RSA will be ready to do deals there and then, and make decisions on multinational, complex, corporate, regional, small business and personal lines business
- **What's not on their agenda?** RSA has had a torrid couple of years that it would rather forget

QBE EUROPE (STAND D48)

- **Who will be there?** Dave Greaves, head of SME; Stephen Brown, head of strategic broker development; Mandy Doran, head of commercial combined
- **What's on their agenda?** Talking about their e-trading proposition FastFlow – it's quite decent, don't you know?
- **What's not on their agenda?** Talking about its Lloyd's syndicates. QBE Underwriting Ltd, syndicate 2999, shed 20.6% of its premium, meaning it suffered the largest fall in revenue out of the top 10 Lloyd's syndicates in 2014

ZURICH (STAND A18/20)

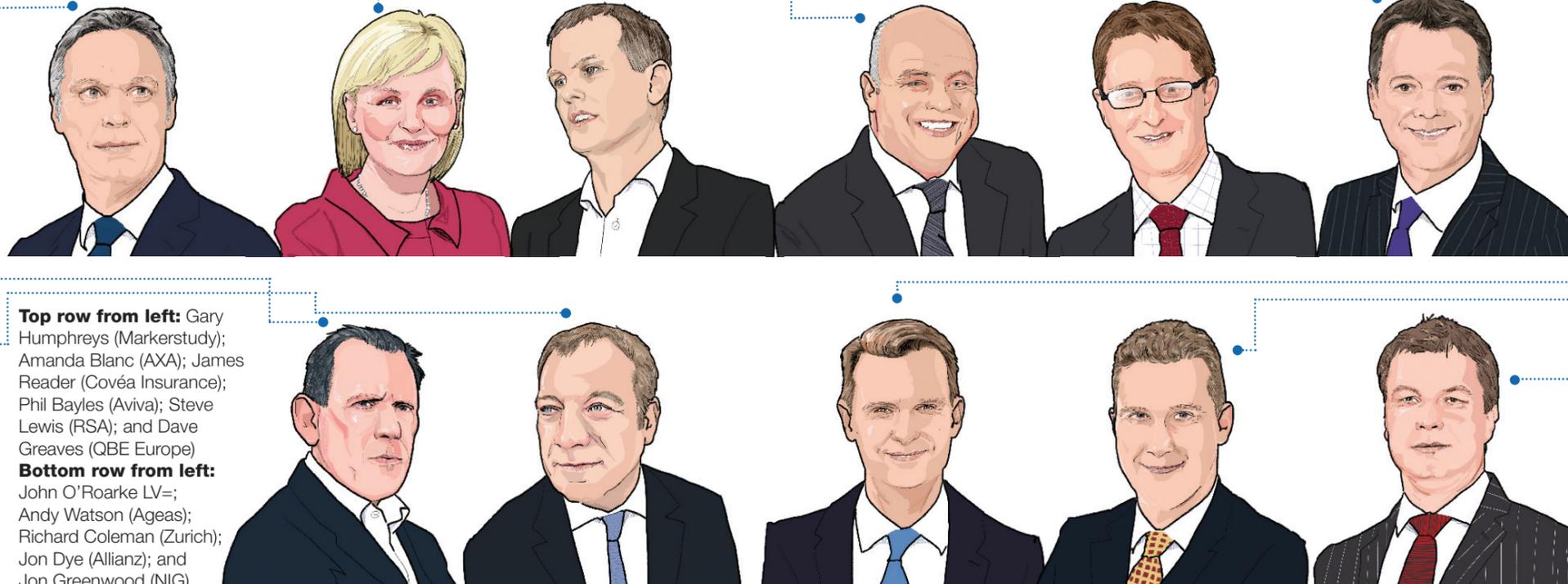
- **Who will be there?** Richard Coleman, commercial broker managing director; Roy Standish, director of market management; Tim Holliday, personal lines managing director; Nichola Thomson, director of personal lines broker
- **What's on their agenda?** The team will be demonstrating some of the latest products and offerings aimed at supporting brokers and their customers across personal lines, SME, mid-market and global corporate
- **What's not on their agenda?** A fall in premiums. Zurich's general insurance business grew 2.2% in 2014 after a flat 2013

ALLIANZ (STAND E10)

- **Who will be there?** Jon Dye, chief executive; Simon McGinn, general manager, commercial; Neil Brettell, general manager, retail; Simon Brimicombe, director broker and corporate partner, retail; Andrew Broughton, director of commercial broker markets
- **What's on their agenda?** A number of key announcements to support Allianz's ambitious growth plans
- **What's not on their agenda?** Shrinking its commercial and personal lines books

NIG (STAND D2)

- **Who will be there?** Jon Greenwood, managing director; Jaime Swindle, director, broker e-Trade; Steve Scott, north area business development manager; Justin Clarke, director of underwriting
- **What's on their agenda?** Sharing new developments in the digital space, which include a commercial telematics offering, NIG FleetManager
- **What's not on their agenda?** Doing anything that will push Direct Line Group's commercial combined operating ratio back above 100%



Top row from left: Gary Humphreys (Markerstudy); Amanda Blanc (AXA); James Reader (Covéa Insurance); Phil Bayles (Aviva); Steve Lewis (RSA); and Dave Greaves (QBE Europe)
Bottom row from left: John O'Roarke LV=; Andy Watson (Ageas); Richard Coleman (Zurich); Jon Dye (Allianz); and Jon Greenwood (NIG)

Illustrations by Nick Oliver