

New Market Research Report: UK Commercial Insurance Distribution 2010

Recently published research from Datamonitor, "UK Commercial Insurance Distribution 2010", is now available at Fast Market Research

July 19, 2010 - [PRLog](#) -- This report gives a comprehensive analysis of distribution in the UK commercial insurance market. It explores issues including the growth of direct insurers in commercial insurance and the acquisitions occurring between commercial insurance brokers. The report also includes data and insight on SMEs' purchasing behavior, broker consolidation and the latest activity of the managing general agents.

Scope

- * Insight into the latest issues affecting the commercial insurance market and the impact these are having on distribution.
- * The latest data on SMEs' purchasing behavior, managing general agents and broker consolidation in the UK commercial insurance market.
- * The latest data on the size of the commercial insurance market and GWP splits by distribution channel.
- * Forecasts up to 2014 of the market share of different channels in the UK commercial insurance space.

Highlights

SMEs have been generally loyal to their commercial insurance providers, most commonly maintaining the relationship for two to five years. However, SMEs were perhaps expectedly motivated to stay or leave their provider according to price, implying a high level of potential churn in that sector.

For the past year, broker networks have continued to acquire regional brokers in a bid to increase their market share and improve their regional coverage. According to Datamonitor's commercial insurance broker survey, 45.7% of commercial brokers are part of a broker network or club.

A number of insurers withdrew capacity from managing general agents (MGAs) in H1 2009 but the total number of MGAs is set to increase. The cost efficiency and penetration into niche markets are benefits many insurers are keen to exploit and as such major players such as Giles have been forming new MGAs.

Reasons to Purchase

- * Understand issues affecting the commercial insurance market such as the promiscuity of SMEs, potential growth of MGAs and channel preferences.
- * Understand the future level of consolidation in the sector and the companies which are most likely to drive this consolidation.
- * Gain insight into the prevalent broker network model, factors driving the model and why the direct and affinity channels are of increasing importance.

For more information or to purchase this report, go to:

- [http://www.fastmr.com/prod/72592_uk_commercial_insurance ...](http://www.fastmr.com/prod/72592_uk_commercial_insurance...)

Partial Table of Contents:

Overview 1
Catalyst 1

Summary 1

Executive Summary 2

National brokers are expected to have seen their share of the commercial insurance market start to plateau in 2009 2

It is thought that national brokers experienced a slight decrease in market share while other brokers saw their share increase accordingly 2

The majority of respondents are seeking to grow their business, although consolidation activity is likely to remain static 3

The majority of respondents are seeking to grow their business through targeting new customer groups or growing organically 3

Consolidators show mixed numbers in 2009, but overall continue to grow and acquire regional brokers 3

Swinton is pursuing ambitious growth plans in the UK commercial insurance market 3

Bluefin witnessed a fall in revenue in 2009, but continued to acquire regional brokers 4

MGAs and broker networks have increased their presence in the market despite an insurer backlash 4

MGAs are working hard to change the market perceptions of their business models 4

Table of Contents 5

Table of figures 6

Table of tables 7

Market Context 8

Introduction 8

Total UK general insurance GWP contracted by 0.7% in 2008 8

Motor insurance premiums dipped to GBP12.8 billion in 2008 8

The property insurance sector performed better than predicted and showed increased GWP in 2008 8

Accident and health premiums witnessed a 7.1% decline in 2008 8

The pecuniary loss market witnessed the largest fall in GWP during 2008, with its premiums dropping by 14.5% 8

The UK general liability market experienced the strongest growth in GWP in 2008 8

General liability GWP showed impressive growth in 2008, while pecuniary loss as a market line experienced a significant decline 10

There are a total of 4.9 million businesses operating in the UK, the majority of which are SMEs 12

The number of UK enterprises grew by 2.2% to 4.9 million 12

More than 99% of UK companies are small businesses 12

Distribution Dynamics 15

Introduction 15

National brokers are expected to have seen their share of the commercial insurance market start to plateau in 2009 15

It is thought that national brokers experienced a slight decrease in market share while other brokers saw their share increase accordingly 15

The direct channel is predicted to have maintained a level market share in 2009 16

Partnerships with affinities have only generated a small proportion of commercial insurance GWP 16

Commercial insurance GWP distributed through banks and building societies remains negligible 16

The majority of respondents are seeking to grow their business, although consolidation activity is likely to remain static 18

The majority of respondents are seeking to grow their business through targeting new customer groups or growing organically 18

Consolidation between brokers is expected to continue to cool down in the next 18 months 19

Growing premium income remains a key driver behind consolidation activity 20

Almost half of the survey respondents had been approached by a broker consolidator over the previous 18 months 21

Of the respondents that had been approached by a consolidator, 29.0% stated that they had been approached

by Swinton 22

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-- <http://www.fastmr.com/catalog/product.aspx?productid=7259...>

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