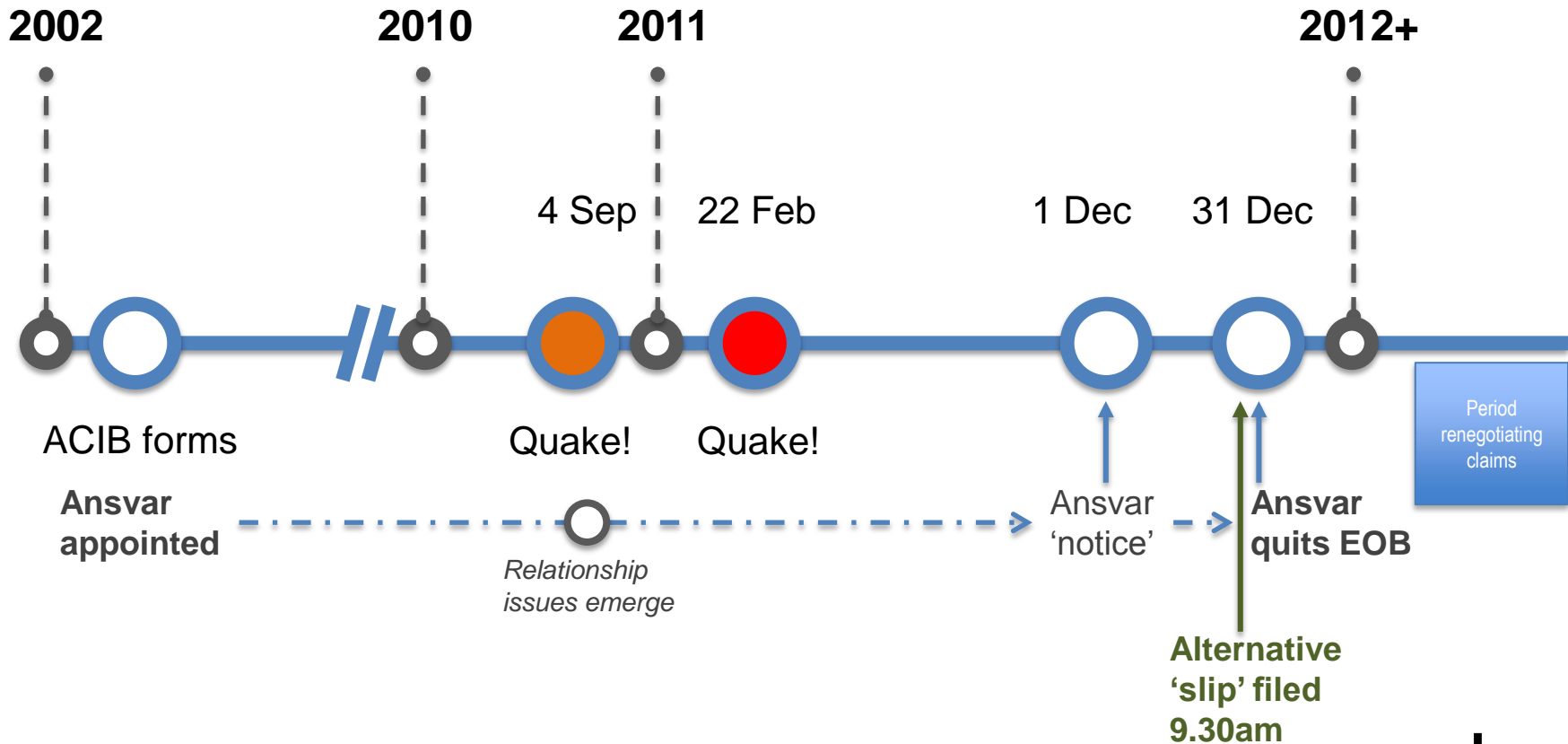




AIB presentation
14 October 2015

Background



Placement management

Then

Anglicans & Methodists
100% London placement

Small denominations

- a range of placements
- wherever they could find it

Current

Anglican, Methodist & Baptist
50% London / 50% NZ

Small denominations

100% NZ placement with
reduced deductibles



Claims management

- ACIB campaigns have raised risk awareness (particularly arson) and risk reduction.
- Claims (London placement) to date have only been from Baptists (largely flood related).
- Baptists have now raised their retention to \$250K (was \$100K) to reduce likelihood of claims.

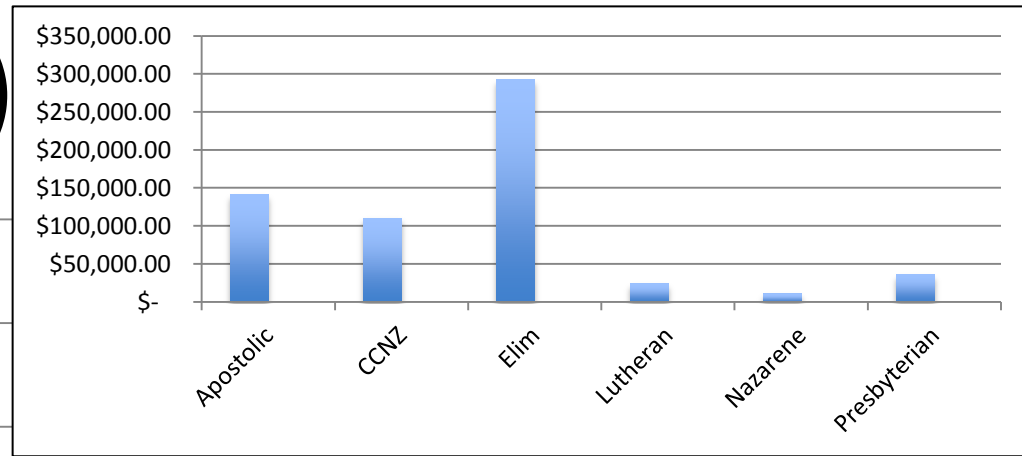
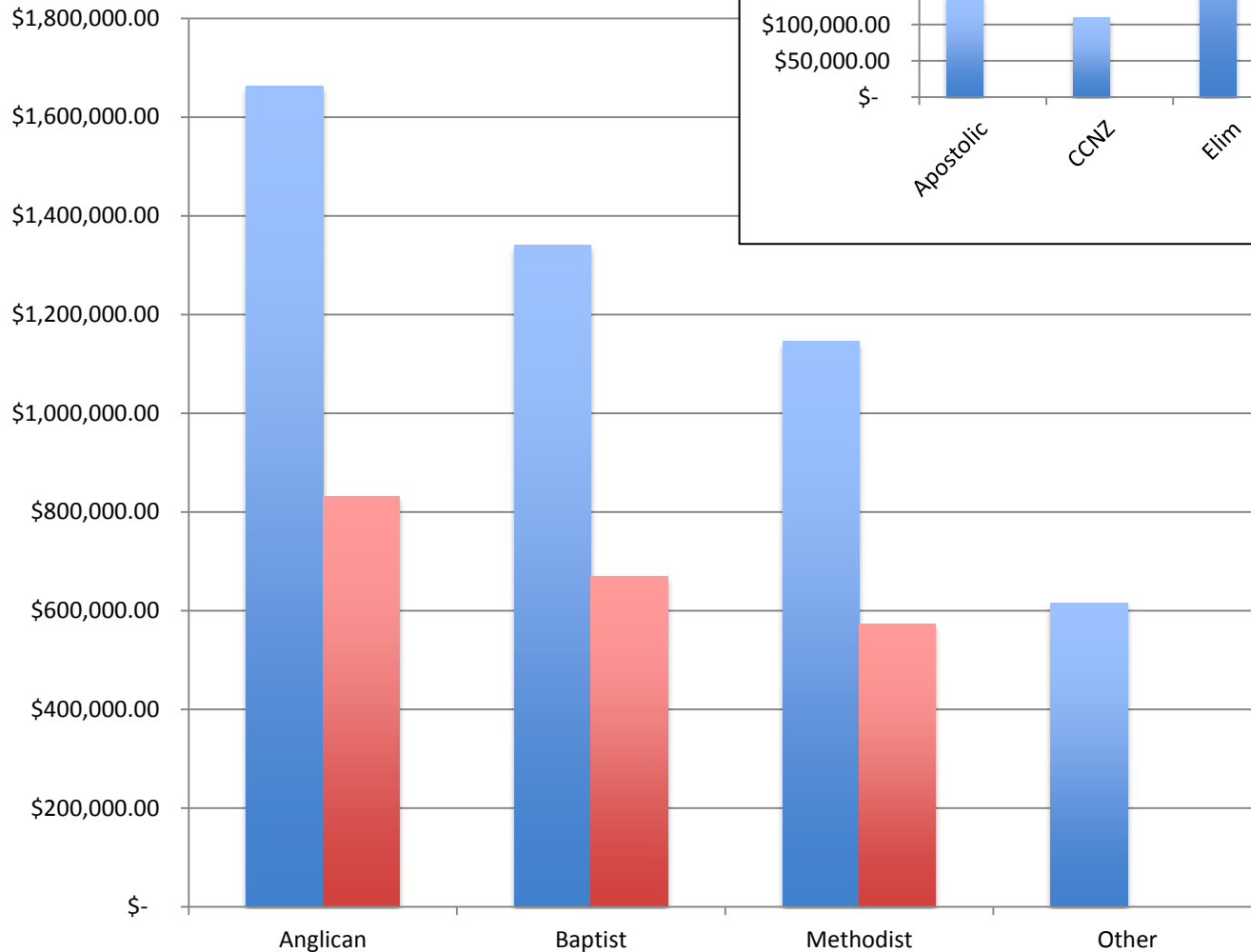


Portfolio Exposure (31 Dec 2014)

	Total (\$M)	London (\$M)
All Risks	\$3,200	\$1,400
Catastrophe	\$2,900	\$1,250
Premium	\$4.8	\$2.1



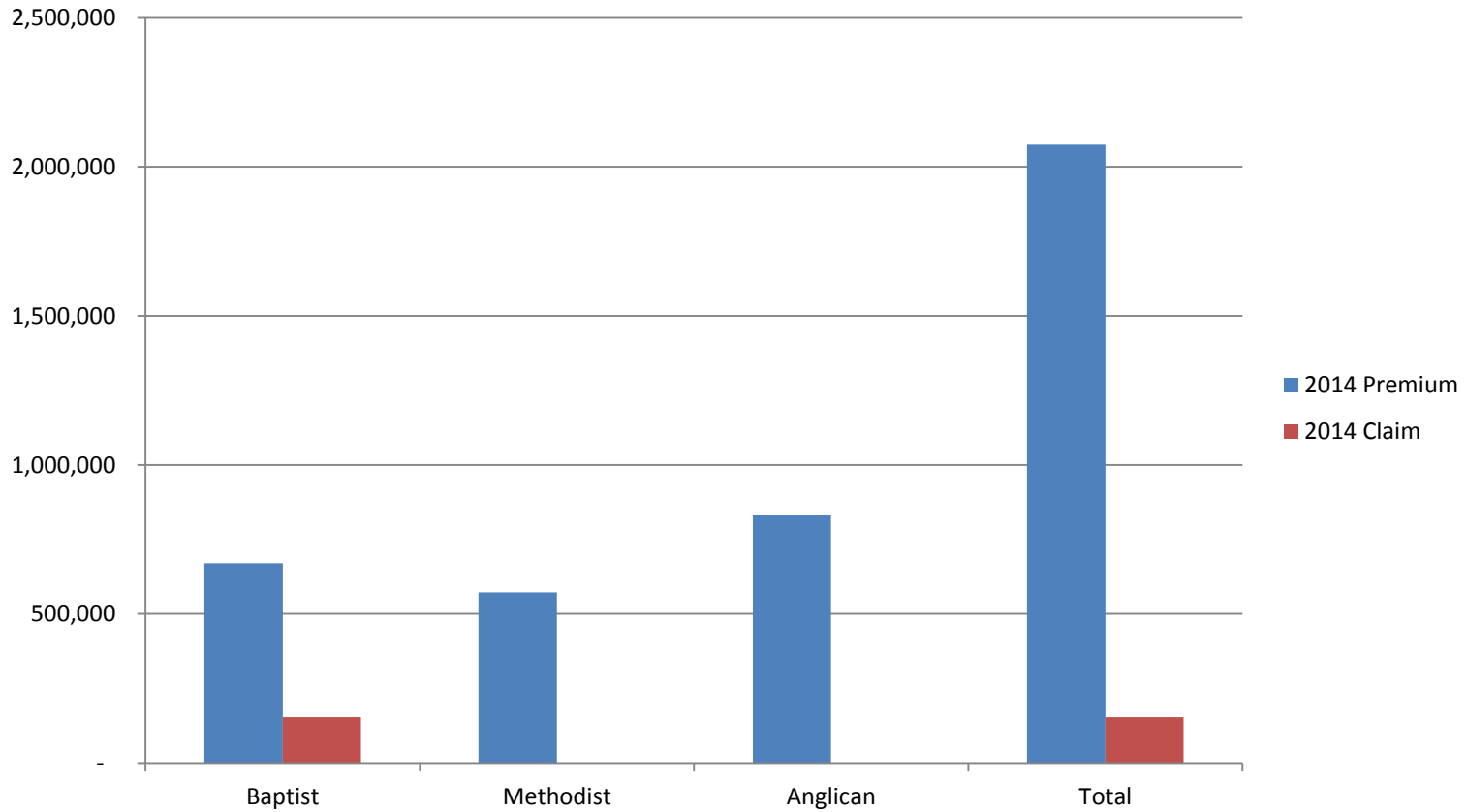
Premium (2014)



■ Premium (total)
■ Premium (London)



Claims (2014)

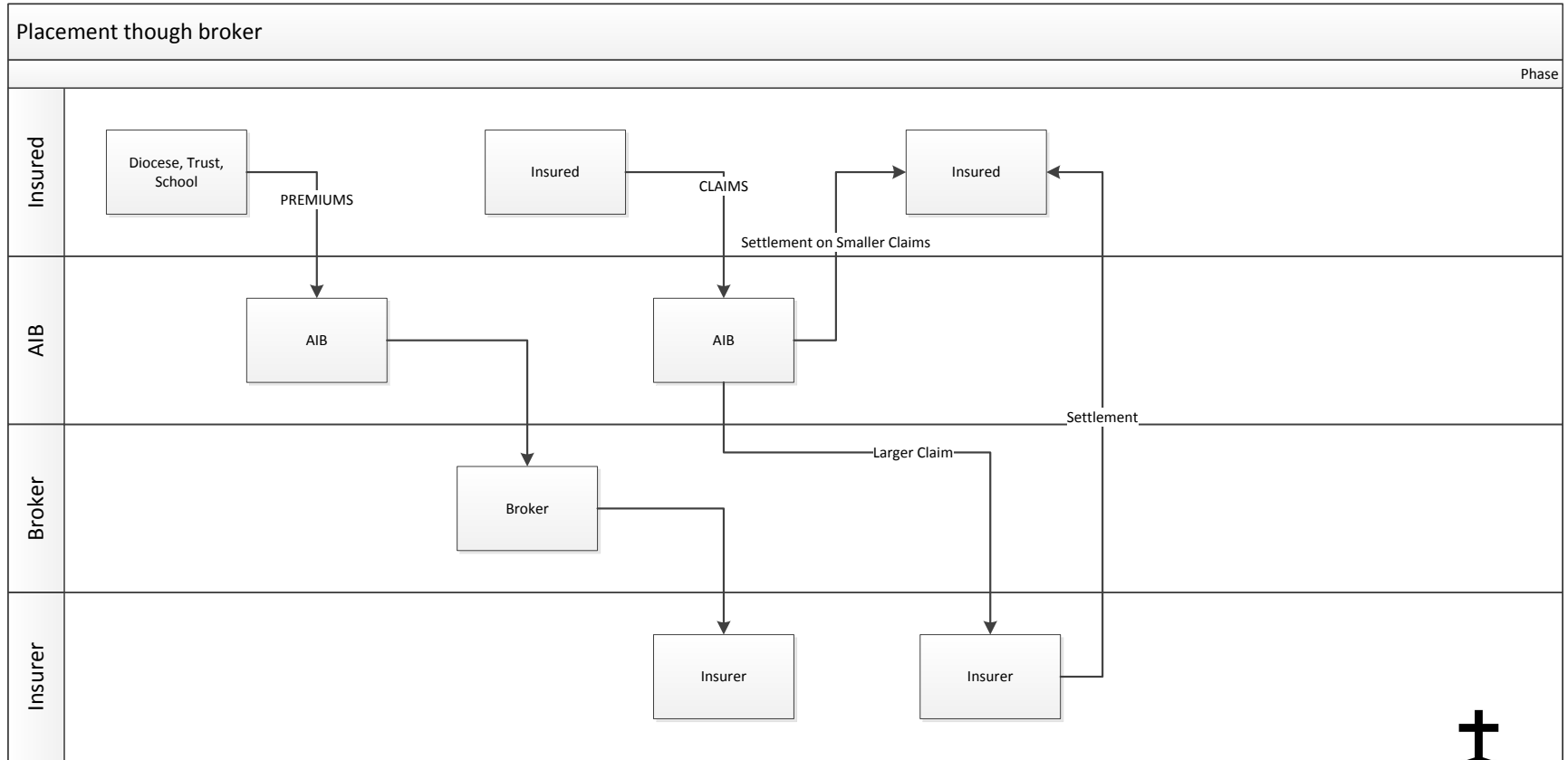


Present activities

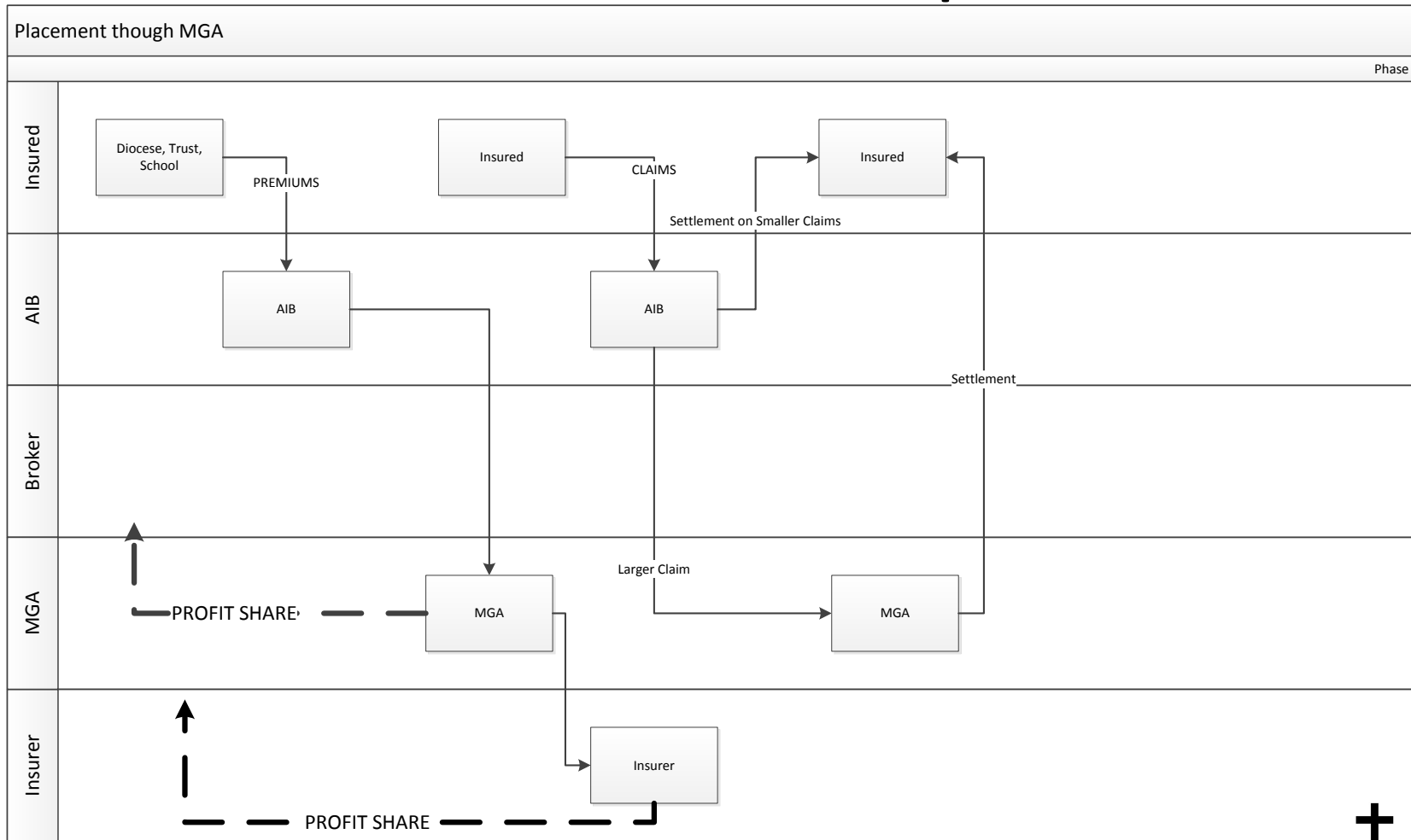
- **NZ placed business:** Negotiating an MGA with QBE
- **London placement:** Our objective is to extend for 4 months (terms to be negotiated by our broker)



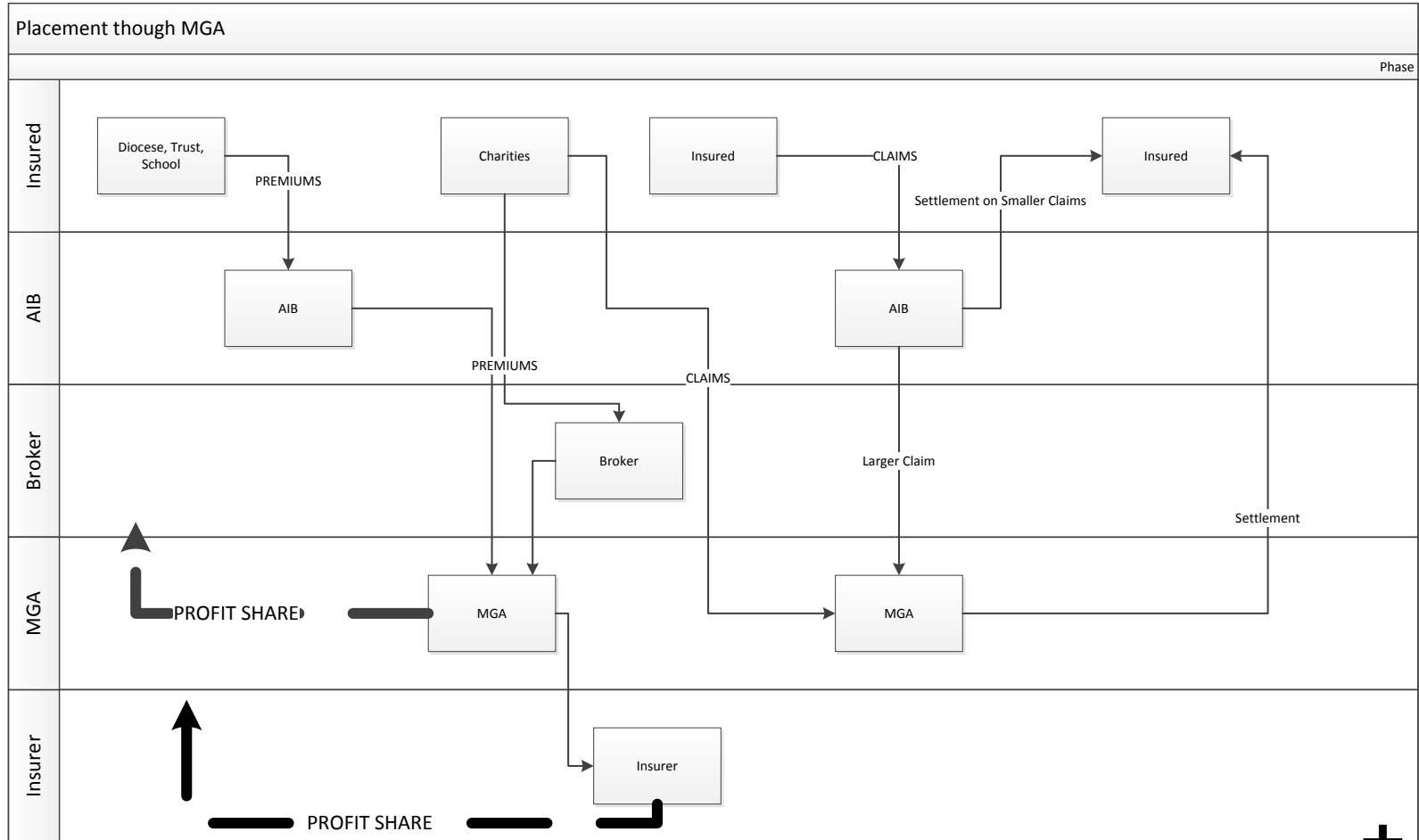
What is an MGA? – usual placement



What is an MGA? – MGA placement



What is an MGA? – Enhanced MGA



Future planning

- May 2016 – complete MGA with Lloyds
 - London & NZ placements
 - MGA available to other NZ charities
- Aspirational 2017 goal:
 - Anglican & Methodist (& possibly others) will have matured arrangements to a point where a \$NZ 1M deductible is applied to placement

