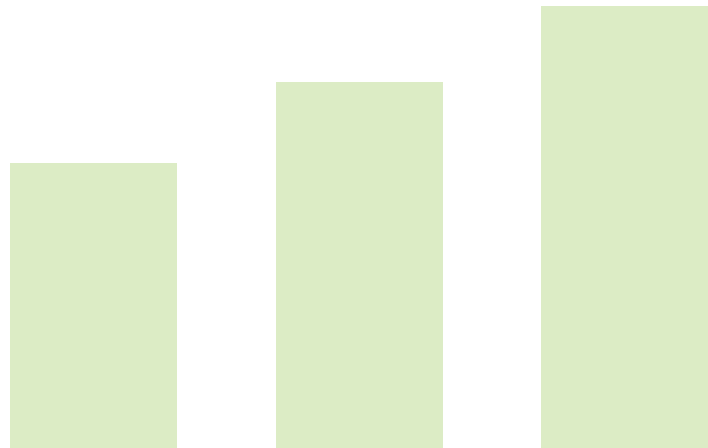
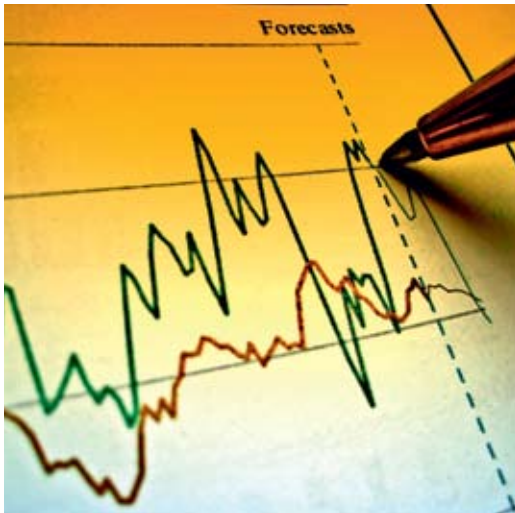


Corporate and Commercial Insurance



Service Offering:

- Analysis of risk
- Placement of short-term insurance
- Ongoing risk analysis and monitoring.

These service elements relate to the following types of short-term cover:

- Commercial Buildings
- Commercial Assets
- Motor Fleet
- Business Interruption
- Employer's Liability
- Public Liability
- Product Liability
- Directors and Officers
- Professional Indemnity Cover
- Extended Warranty.

OMAC sees as its **major competitive advantage** (in the provision of these services) its **ability to perform actuarial analysis across all aspects of a company's risk management**, as opposed to only placing specific short-term insurance.

Analysis of risk

Before commencing any placement or providing advice to the client, OMAC undertakes a full analysis of the risks faced by the client. This involves an analysis of the client's business to determine the spectrum of risks faced by its operations, and whether these can be mitigated by short-term insurance or not.

This analysis is conducted in conjunction with the client, and builds on any risk analysis already performed by the client. The analysis forms the basis of the proposals made to the client in terms of placement of various short-term insurances to mitigate risk where possible, as well as proposals on other risk reduction actions which can be put in place.

Placement of short-term insurance

Once an appropriate short-term insurance programme has been developed from the analysis, OMAC ensures the placement or renewal of the required insurances as follows:

- Assisting the client in the selection of appropriate underwriter(s)
- Collection of placement or renewal data
- Marketing the cover to national and international underwriters
- Placement or renewal of cover
- Finalisation of all placement or renewal documentation
- Ongoing risk analysis and monitoring.

OMAC's actuarial capability is state-of-the-art in South Africa. These actuarial resources provide the following analyses, amongst others, for our clients on a monthly, quarterly or annual basis as appropriate:

- Updating of initial corporate risk analysis report
- Claims analysis, including forecasting, trend analysis, reserving and future risk mitigation and management advice
- Premium analysis and allocation
- Risk budget analysis
- Benchmarking analysis against similar South African and international companies
- Underwriter rating and accreditation reports.

These analyses take into account modern risk management techniques and are presented to the company's Risk Services department and senior management on an ongoing basis.

The aim of OMAC's risk analysis and monitoring service is not only to ensure that the most appropriate short-term covers are in place, but also, over time, to assist the company in mitigating its risks to such an extent that less cover is required.