

# Lockton Benefits

## Who we are

Our people are passionate about providing the ultimate client experience and committed to maintaining a high ethical code of conduct and professionalism.

We believe in developing deep seated relationships with our clients providing counsel directly linked to their specific needs and objectives. We are consultative in nature and pride ourselves on keeping things simple and precise.

Accessing high quality, cost effective employee benefits can be a challenge. The benefits market can be commoditised and transactional in its servicing. At Lockton we recognise that every one of our clients deserves a personal service and tailored approach no matter their industry, size or location.

## What we do

We combine all the best elements of analytics, consultancy and broking to ensure our clients have programmes aligned to their business objectives. Our appetite for data drives our opinion and enables us to negotiate better outcomes.

### Covers they place includes:

- Group life
- Group income protection
- Private medical insurance
- Healthcare trust
- International benefits
- Primary care/occupational health/screening
- Critical illness/dental/travel
- Flex/voluntary products

### Consultancy services include:

- Alternative Risk financing solutions
- Benchmarking & audit
- Data analytics
- Global programme management
- Multi-national pooling & captives
- M&A, due diligence & harmonisation
- Employee wellbeing



Lockton  
Benefits

### Our mission

To be the worldwide value and service leader in insurance brokerage, risk management, employee benefits and retirement services

### Our goal

To be the best place to do business and to work



Lockton Companies LLP.  
Authorised and regulated by the Financial Conduct Authority. A Lloyd's broker.  
Registered in England & Wales at The St Botolph Building, 138 Houndsditch,  
London, EC3A 7AG. Company No. OC353198.

[www.lockton.com](http://www.lockton.com)



# About Lockton

## Lockton is the world's largest privately owned global insurance broker.

Our focus is to our clients rather than external shareholders. As a private company we can make long-term decisions that benefit clients and improve service delivery. Our 6,000 associates help 50,000 clients in over 125 countries. Placing over \$21 billion of insurance premiums.

Clients value Lockton's bespoke solutions, innovative ideas and great service rather than efforts to sell more products. StrategicRISK's 2015 UK Corporate Insurance Buyers Survey (a survey of insurance buyers in FTSE 250 companies) ranked Lockton top of all brokers for 'client responsiveness'.

For eight consecutive years, Business Insurance magazine has recognised Lockton as a 'Best Place to Work in Insurance'. Our client retention rate of 96% speaks for itself.

The Lockton company structure has produced a unique culture where creative, driven and proactive people can thrive, and where client advocacy and service are of paramount importance. We empower our associates to think independently. By looking at our client's business differently, we add value.

It is our people that make the biggest difference. That's why we recruit based on attitude and ambition. We look for people who want to make things happen. Who want to be the best in their area. Who are intelligent and insightful. Who are able to forge meaningful and deep relationships. Who enjoy delivering great service.

### A Global Overview



Over 6,000 associates



90% reinvestment due to our private ownership



Over \$21 billion premiums placed



Clients in over 125 countries



Over 50,000 clients



80+ offices worldwide



Exceptional client retention rate (96%)



Over \$1.34 billion revenues



Over 11% annual organic growth since 2000

# Examples of our work

## Client

## Background

## Our activity

## Value to client

### Engineering Company

Client facing significant group life premium increases and not accessing the full market.

- Captured and analysed data to present risk optimally
- Full market engagement, including meetings with senior underwriters

- 20% reduction in rates
- Total savings of £130k+

### Major Law Firm

UK and international medical programme facing high premium increases and compliance gaps in respect of international placements.

- Full audit and benchmarking of existing provision against local market and peer group
- Competitive tendering process undertaken

- Total savings £250k+
- Established fully compliant solutions

### Energy and Service Company

Disparate insurance programme (7 brokers/17 policies/100+ differing levels of cover). Escalating costs and no central control/data analysis.

- Full capture & analysis of programme data
- Review of financing structures
- Assessed opportunities to harmonise benefits and consolidate programme

- Total savings £300k+
- Now single advisor managing 5 benefit lines/5 policies
- 90% reduction in the differing levels of cover
- Unique and flexible solution to incorporate new acquisitions

## Why we are different

We are the distinct alternative to other employee benefit practices in terms of our people, our proven track record and our approach which is defined within these three key principles:

- We challenge our clients by asking them the difficult and uncomfortable questions because in the long term we know they will benefit
- We live service and the people our clients see on day one at pitches are the people who continue to run their business day to day thereafter
- We value our client relationships over our relationships with insurers. Our only concern is 'are we getting the best results for our clients?'

### How we can help you

We would like to understand what affects your business, your employee's health and, ultimately, your bottom line. For an initial discussion and an opportunity to share more please contact us on 0207 933 2876 or email [chris.rofe@uk.lockton.com](mailto:chris.rofe@uk.lockton.com)

**Service**  
We Live Service! The people our clients see at pitches are the people who continue to run their business day to day

**Independence**  
We focus on clients not shareholders. Our only concern is 'are we getting the best results for our clients?'

**Partnership**  
We act as a strategic partner and consider ourselves an extension of your team

**Challenge**  
A flat refusal to accept the status quo

## Lockton key facts

20+ specialists in the UK with **broad expertise**

Team average of **15 years** market **experience**

**96%** client retention

Placing in excess of **£100m of premiums annually**

Managing over **500+ programmes**

**25%+ growth** in 2016