



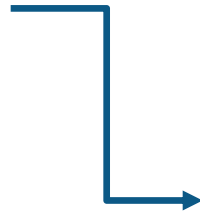
Indwe Risk Services
Risk Management, Insurance and RTMS

AGENDA

- Some interesting facts about Insurance
- Saving on Insurance costs
- Avoiding Repudiations
- RTMS and Insurance

Introduction

- Insurance



Risk Management



RTMS

Interesting Insurance Facts

- Formal Short Term Insurance has been in existence since the 16th century
- Insurance is a very expensive Finance mechanism +- 40%
- Insurers don't like paying claims
- Loss ratio = Claims/Premium (S/B between 60% and 80%)
- Common reasons for repudiation (Non adherence to T&C's)
 - Maintenance of the vehicle – COF, Brakes and Tyres
 - Invalid drivers licences- PDP's, Defensive Driving Permits
 - Premium payment
 - Non functional or no tracking devices
 - Overloading

Saving on Insurance Costs

- Improve your Loss Ratios (frequency and average cost of claims)- **Lower premium**
- Increase self insurance levels –**Lower Excesses**
- Get recognition for good Risk Management – **Discounted premium**
- Ask for rewards for good claims experience –**Profit share/Bonuses**
- Investigate alternative Insurance arrangements –**Benefit from Risk Management**
 - Deposit premiums
 - Funds
 - Aggregate Excesses
 - Cell Captives
- Get alternative quotes on renewal – **Better terms**
- Review vehicle values – **Lower premiums**

RTMS and Insurance

- How does RTMS Certification impact on your Insurance
 - Premium discounts
 - Better Excesses
 - Improved loss ratio – Stable premiums
 - Avoiding repudiation

- Common threads of RTMS and Insurance (Risk management)
 - Maintenance
 - Driver behaviour
 - Driver Wellness
 - Overloading

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