

We make it personal



PSC CONNECT



## WHO IS PSC CONNECT?

PSC Connect is a division of publicly listed PSC Insurance Group Limited (ASX: PSI). As a Group, PSC aims to be the trusted insurance and risk management partner for its diverse range of Small to Medium Enterprise (SME) clients. PSC Insurance Group has a proven track record for protecting the business and personal assets of SMEs in Australia, New Zealand and the UK.

PSC Connect NZ Limited is an Insurance Broking Services business responsible for a large network of Member Brokers throughout New Zealand. Our vision is to facilitate a unique insurance broking operation delivering cost effective efficient service across a broad range of insurance products in partnership with our Member Brokers and their clients.

The PSC Connect network enjoys a stable, ethical and professional reputation within the Insurance industry and leverages our relationship with the wider Group to negotiate favourable trading terms for clients, and use our extensive business associations to access national and international markets should they be required.

Managing a business is a huge responsibility as it provides you, your family and your staff with financial protection for the future. When you consider all the risks and exposures that could threaten your business, it's important to have someone who can take care of your business by managing all the complex risk management strategies and insurance protection needs for you. All Member Brokers of PSC Connect work tirelessly for their customers.



## WHY TRUST THE PSC CONNECT NETWORK?

Our philosophy is simple: our network develops innovative insurance solutions to fit the unique needs of their clients' businesses, providing them with peace of mind that their Insurer will respond when the need arises. We provide:

- **Personal Service** – We recognise the importance of maintaining personal relationships. Our network of Member Brokers throughout New Zealand provides a local service that meets the expectations of their clients.
- **Innovative Solutions** – We recognise that our clients are unique with different insurance requirements. We make sure that we fully understand each business and build a solution that will meet the particular needs of our clients.
- **Peace of Mind** – Our professional relationships with all the major insurers and underwriting agencies allows us to ensure financial capacity and regulatory compliance standards are adhered to when placing your business.
- **Technical Expertise** – Our fully qualified Member Brokers will take care of all your risk management and insurance needs. We have access to all of the major New Zealand insurers and as members of IBANZ, Steadfast and BrokersLink Global Alliance we are able to access many other markets around the Globe, where necessary.



## OUR SERVICE PROMISE TO CLIENTS

The PSC Connect network believes our role goes beyond standard insurance broking functions. We act in partnership with our clients to understand their business intimately and provide risk and insurance services that add value and enhance their internal risk and insurance capabilities.

With Member Brokers based in all major cities and many regional areas throughout New Zealand, our risk management and insurance expertise spans the country and a variety of industries. Our advisors come from a diverse range of backgrounds, so our group has an extensive range of experience and knowledge to understand your businesses risks and requirements.

As well as local knowledge, PSC Connect has global reach through our Authorised Representative network in Australia, our other global offices and our strategic partnership with BrokersLink Global Alliance, one of the largest groups of insurance brokerage firms in the world, covering 80 countries. As part of BrokersLink Global Alliance, we have access to an ever-increasing number of over 7,000 professionals across the globe, who are ready to address the insurance needs of businesses spanning across many industries and regions.

Fuelled with a passion for the insurance business, our partners provide the PSC Connect Member Broker network with local synergies and global consistency.



## OUR INSURANCE EXPERTISE

The PSC Connect network follows a disciplined approach to secure the most beneficial outcome for clients utilising both New Zealand and overseas insurers, incorporating:

- Careful evaluation of insurers (based on capacity, security, claims handling ability and underwriting flexibility).
- Investigation and Documentation of our client's background, vision, ideals and their approach to management of risks.
- Development of Quality underwriting presentations to "sell" a client's risk to the insurance market.
- Ongoing financial security and reputational reviews of all underwriters utilised.

Our network ensures that clients have access to the most appropriate cover for their needs and access to leading edge products that respond to client or specific industry needs.

Our expertise also extends to claims management. Through pro-active claims handling, our network provides assistance to clients to minimise claims costs and losses, as well as provide clients with expedient, cost-effective outcomes that ultimately protect their brand image. The objective is to manage all claims efficiently in order to ensure client assets and / or income is restored in the quickest possible time.

## OUR ADDED VALUE

PSC Connect Member Brokers can also provide access to:

- Premium Funding, which offers competitive rates for clients who wish to pay their premiums monthly;
- Access to Financial Management advice on Succession Planning, Key Person Insurance and Income Protection;
- Risk Management advice on processes to minimise costly and unnecessary losses that have the potential to occur, and also to reduce your insurance costs; and
- Global access to marketing around the world that understand international business and risk.

At PSC Connect, our mission is to identify each client's unique insurance and risk management needs and find or develop the products and services that will best address them.

Over the years, our commitment to understanding the needs of our clients has led us to develop expertise in a broad array of disciplines, industries, service areas and lines of business.

When one of our clients faces a challenge that requires an innovative response, we are positioned to bring together the best resources from within our organisation to develop a cost-effective solution.

## Our Network

