

FIRST POLICY

ACCESSIBLE | ADAPTABLE | ACCOUNTABLE



ABOUT FIRST POLICY

First Policy has the distinction of being one among the first batch of 11 insurance broking companies in India. With more than a decade of experience in development of insurance programs, First Policy understands the complex and dynamic risks being faced by businesses today. Our in-depth industry knowledge allows us to develop customized risk management programs designed to “maximize coverage while minimizing risk”.

PRODUCTS

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INSURANCE

- Property
- Marine
- Employee Benefits
- Liability and Credit
- Miscellaneous

REINSURANCE

- Facultative Reinsurance
- Treaty Re-Insurance

INDUSTRY

First Policy is well equipped to provide bespoke insurance solutions to industries across the spectrum

- Marine
- Energy, Power and Natural Resources
- Ports & Terminals
- Transportation & Logistics
- Entertainment & Leisure
- Professional Services
- Autocomp
- IT/ITes
- Construction
- Pharmaceuticals and chemicals
- Health care
- Shipyard
- Trust / NGO
- Education

SERVICE AND CAPABILITIES

GLOBAL SERVICE CAPABILITY

First Policy is a part of UNISONSTEADFAST Brokers having full access to the UnisonSteadfast Brokers Network with :

unisonsteadfast
Insurance brokers worldwide

140

Network Countries

1000+

Network Partners

US\$30.0bn

Volume of Premiums

24,000

Employees Worldwide



MANAGEMENT TEAM



Mr. ASHOK JAIN, Director

Mr. Jain is an experienced Corporate Finance and Insurance Consultancy stalwart with over 20 years of experience in the industry. He founded the company in 2002. Mr. Jain started his career with Bharat Electronics Ltd. and went on to become V.P.- Finance at Elpro International Ltd. He continues to actively contribute and introduce innovative solutions to the ever changing Industry needs and also serves on the Board of the Insurance Brokers Association of India.



Mr. JITENDRANATH NAYER, Director

Mr. Nayer has almost 4 decades of experience in general insurance. He was previously Regional Manager – Mumbai, in Oriental Insurance. Post which he held various senior positions with insurers like Bajaj Allianz, Cholamandalam MS and Royal Sundaram. He went on to establish Amicus Insurance Brokers Pvt. Ltd in the year 2006. Mr. Nayer's areas of specialization encompass Property, Marine and Liability Insurance. He is currently a Board Member and Director at First Policy.



Mr. SACHIN JAIN, Director and Principal Officer

Sachin joined the company in 2006 and is currently a Board member and Principal Officer at First Policy. He is additionally heading the Pune branch of First Policy. He specializes in placing engineering and property insurance business. He is a Chartered Accountant by qualification and a Fellow member of Insurance Institute of India.



Mr. VIJAY DALAL, Assistant Vice President

Mr. Vijay Dalal has over 3 decades experience in insurance industry. He started his career with Life Insurance Corporation of India and has handled various responsibilities at branch and division level. Presently he heads the Vadodara office branch of First Policy and also takes care of IT development and implementation.



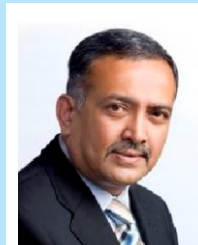
Mr. Srinivas Rao, Senior Vice President

Srinivas Rao heads Andhra and Telangana region for the company. He started his career with New India Assurance in 1988 and had a stint with Reliance General. Thereafter, joined Tata AIG as Marine Underwriter and lastly headed Andhra Region. He has expertise in Property, Engineering and Marine business.



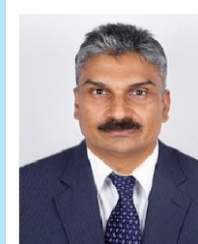
MR. SHAILESH SALVI, President

Mr. Shailesh Salvi has been in the insurance industry since 45 years. He started his career as a Development officer with United India from 1972 to 2003. Post which he was Western Region Incharge with Bharat Re and CEO at Estrela Insurance Brokers Pvt. Ltd. Currently he is President and part of Mumbai Branch at First Policy.



Mr. K.V. SATHEESH KUMAR, Regional Director

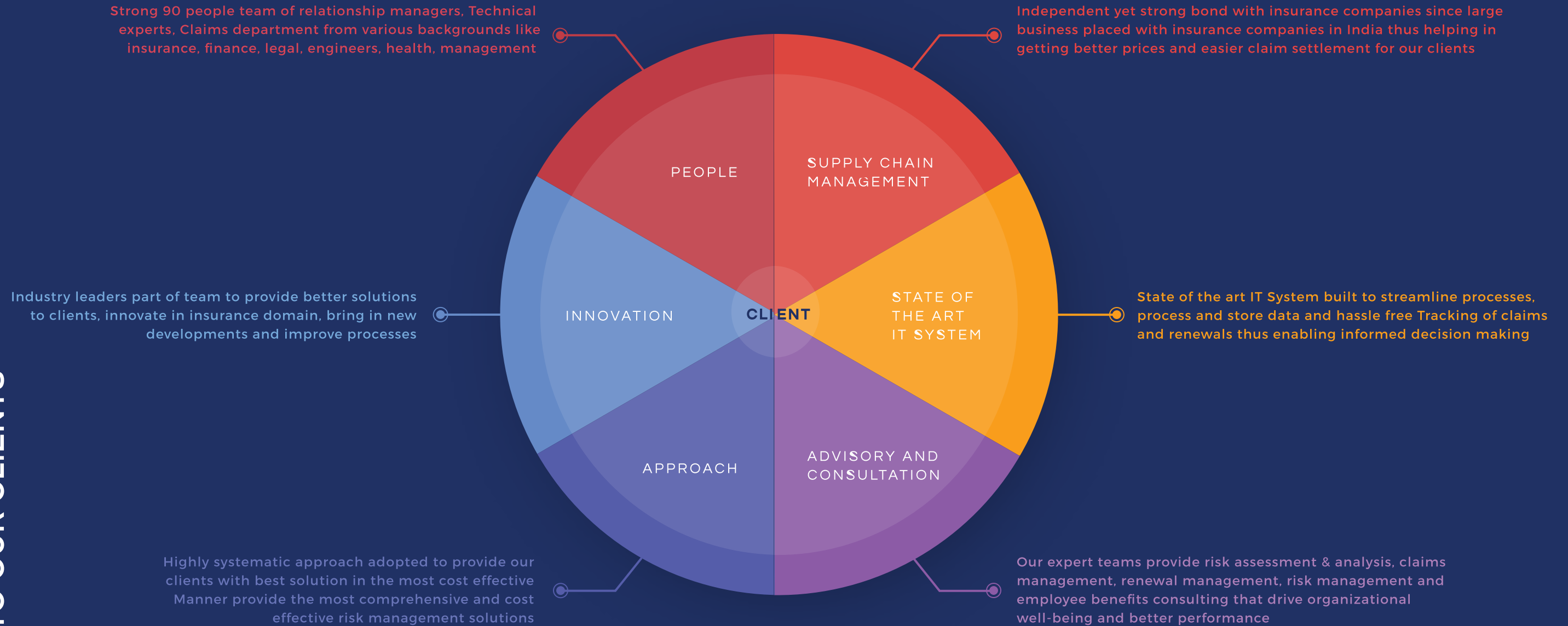
Mr. Satheesh Kumar has over 30 years of experience in general insurance and is a Fellow of the Insurance Institute of India. He previously held senior positions in various insurance and broking companies like Oriental, Cholamandalam MS, HSBC Insurance Brokers, Aditya Birla Insurance Brokers. He was CEO and Principal Officer at Amicus Insurance Brokers Pvt. Ltd. Mr. K.V. Satheesh's areas of expertise include Property, Business Interruption, Liability, Credit and Product Development. He is currently heading Mumbai branch of First Policy.



Mr. HARI RADHAKRISHNAN, Regional Director

Hari is an insurance professional with three decades of experience in the Indian non-life insurance industry. He has worked in different capacities and functions including underwriting, risk management, reinsurance, and claims. Hari was Head of Commercial Underwriting of HDFC ERGO General Insurance Co Ltd., at Mumbai. Hari was a member of various forums and councils like Property Underwriter's Forum, Marine Underwriters Forum of General Insurance Council, The industry body of General Insurers in India, Examinations Committee of Insurance Institute of India, Insurance Committee of Bombay Chamber of Commerce and Industry.

HOW WE DELIVER VALUE TO OUR CLIENTS



▲ OUR PEOPLE

RISK ASSESSORS

On need basis, we take the help of professional risk assessors who assist us in identification of risks, evaluating the causes. This helps us in designing appropriate solutions, implementing those solutions, continuously monitoring the results. Thus, we have a continuous relationship with our clients and our professional risk assessors enabling a great rapport amongst all.

RELATIONSHIP MANAGERS

Our account management approach is planned in such a way so as to make it highly beneficial to our clients. Every account is managed by a relationship manager who is assisted by executives from different lines. Our relationship managers make it a point to make regular client visits to understand their needs and fulfill them. We ensure that each of the clients is served by atleast 3 executives. It ensures continuity in the relationship.

TECHNICAL EXPERTS

We consider ourselves privileged to have experts from diverse fields such as Risk Management, Insurance, finance, engineering, business, legal etc. Our experts adopt a proactive, dynamic approach in the assessment of clients' needs. They always keep reviewing the financial, technical aspects from time to time, so as to check if there is any under/over insurance or any new potential hazard that can pose a threat.

CLAIMS MANAGER

We provide all the necessary information and assistance in accelerating a claim process. This is done by our claims team, who work exclusively for speedy claim settlement. We as a company strongly believe that client retention is possible only if we are able to assist in early settlement of claims.

▲ GREAT PLACE TO WORK

At its core, a great workplace is about the level of trust that employees experience in their leaders, the level of pride they have in their jobs, and the extent to which they enjoy their colleagues.

Happier employees. The trust model based on credibility, respect, fairness, pride and camaraderie helps First Policy greatly in servicing its clients better.



THE FP WAY:

The ability to assess and manage risk enables individuals, businesses and the community to develop and grow. In order to manage risks, one should possess answers to range of risk faced, what should be done to reduce and manage risks, best options available for protection against various risks. We at First Policy work with you to develop world-class risk management programs and employee benefit solutions.

Our job is to make sure that you have the personal and corporate confidence necessary to succeed in today's vibrant but complex business markets. So, not surprisingly, client focus is at the core of First Policy. We represent your interests throughout. This ensures that we get you the best results.



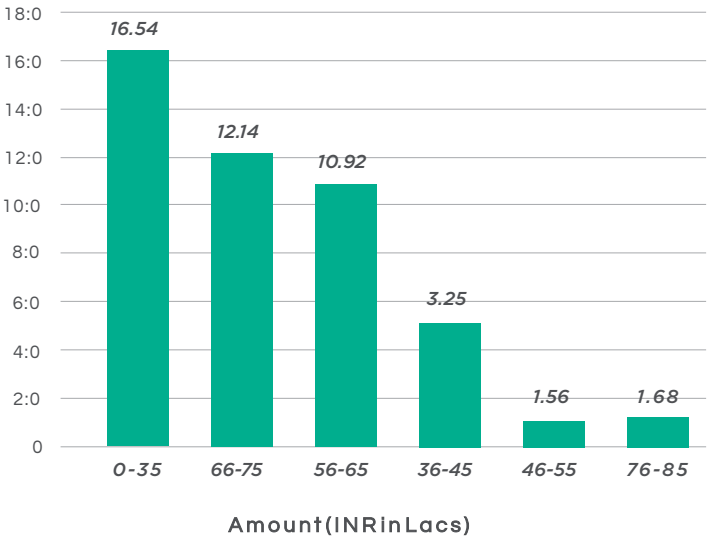
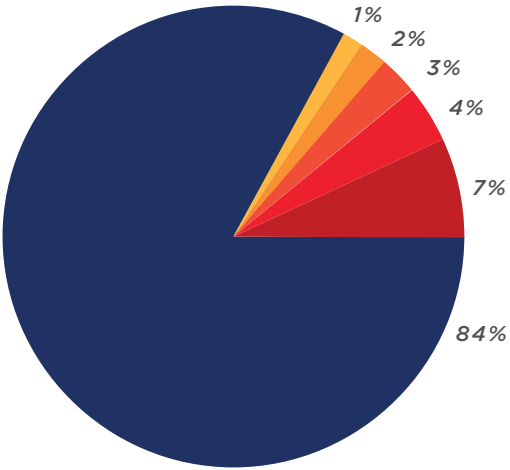
STATE OF ART IT SYSTEM

For clients the availability of timely and accurate underwriting and claims data is a must. First Policy’s state of the art IT system provides a complete coverage of the risk management programme enabling clients to make timely and informed decisions in a hassle free manner.

- Web based client portal
- Highly automated claims tracking system
- Obtain MIS on few clicks
- Real time updates
- Customizable auto-mailers
- CD reconciliation
- Controlled accesses- client company wise, policy type wise
- Employee benefits MIS - 10 reports

EXAMPLES OF MIS REPORTS:

CLAIMS SUMMARY			
CLAIMS STATUS	No. Of CLAIMS	AMOUNT	
PAID	84	44.82	
REJECTED	7	28.97	
CLOSED	4	4.33	
PAYABLE	3	0.53	
DEFICIENCY RAISED	2	0.74	
CONFIRMATION OF REJECTION	1	0.09	
GRAND TOTAL	101	44.82	



CLAIMS SUMMARY-AGEB AND WISE		
AGE BAND	No. Of CLAIMS	AMOUNT
0 - 35	34	16.54
66 - 75	24	12.14
56 - 65	12	10.92
36 - 45	10	3.25
46 - 55	6	1.56
76 - 85	3	1.68
GRAND TOTAL	89	46.09



ACCESSIBLE | ADAPTABLE | ACCOUNTABLE

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PRESENT GLOBALLY THROUGH NETWORK PARTNERS.

MEMBERS  WITH ACCESS TO MORE THAN 140 COUNTRIES.

www.firstpolicy.com