



WOODINA – FINANCIAL PLANNERS PI

In December 2023 Woodina announced its entry into the Financial Planners Professional Indemnity market in Australia. The response to this has been exceptional. However, we have identified some confusion in the market in respect to our policy coverage. So, to help clear that up, we are happy to provide the following clarification:

Costs In Addition Policy Limit

The policy limit is costs in addition. This means that there is a separate amount provided for investigation and defence costs. This amount is not sub-limited and is an amount up to the policy limit, again. This is a big advantage to the many policies which only offer a sub-limit for investigation and defence costs.

Costs Exclusive Deductible

The policy deductible is always Costs Exclusive.

Extended Continuity of Cover

The policy provides for extended Continuity of Cover (section 4.2 of the policy wording applies and in particular sub-section b) i.e. where “the Insured has been continuously insured, without interruption at the time of notification of the Claim to Us, under a policy issued by any APRA approved insurer, and was insured by any APRA approved insurer, at the time the Insured first became aware of such facts or circumstances.” This means that Woodina does not need to be the prior insurer for continuity of cover to apply.

Policy Benefits

- Civil Liability wording
- Defamation
- Authorised Representatives and Credit Representatives
- Court Attendance Costs
- Employment Practices Liability
- External Dispute Resolution Bodies
- Fraud and Dishonesty
- Life Insurance Cover
- Loss of Documents
- Margin Lending
- Newly Created Subsidiaries
- Public Relations Expenses
- Spousal Liability
- Superannuation Industry (Supervision) Act
- Competition and Consumer Legislation
- Intellectual Property
- Continuous Cover
- Difference in Conditions
- Enquiry Costs
- Fidelity
- Joint Venture Liability
- Loss Mitigation Costs
- Managed Discretionary Account Services
- Mortgage Broking Services
- Non-Life Insurance
- Run Off Cover
- Sub-contractors
- Tax (Financial) Advice Services

(Please check the policy wording as sublimits apply to some extensions)



Experienced Underwriters

Whilst Woodina is only new to the Financial Planner PI market, our senior underwriters and underwriting managers have over thirty years of underwriting and broking experience between them when it comes to this profession. Indeed, our CEO Michael Wood was a founder executor of Magian Mutual in London from 2003 to 2006.

Woodina Law

Claims handling ability is as important to us as it is to you and your clients.

Woodina's Professional Indemnity claims are managed by our own internal law firm, Woodina Law. Woodina Law is a registered law firm with a significant difference. Not only does it specialise only in Professional Indemnity and General Liability claims, but it does not charge out its internal costs the way a regular law firm does. Such costs do not even erode the insured's deductible.

This unique model removes the common pressure to settle unmeritorious claims because it would be more economical for an insurer to do so. Woodina Law defends these claims and thus protects the insured's hard earned reputation.

This means not only a more attractive claims history for the insured, but also lower premiums due to reduced claims costs.

Ivory Capacity

Woodina capacity for Financial Planners PI is provided by Ivory Insurance Pty Ltd (Ivory) is a 100% Australian owned and operated APRA authorised insurer.

Ivory is backed by a strong reinsurance programme with Lloyd's whose security is AA-stable outlook with Standard & Poor's (S&P). Ivory provides long term secure capacity, addressing both affordability and availability: <https://ivoryinsurance.com.au>.

Conclusion

One of the reasons Ivory was created was to provide long term capacity to the tight Financial Planners PI market. The wording was created with industry and broker consultation.

Woodina can write policy limits up to \$2.5m (costs in addition) with one reinstatement for Financial Planners with revenue up to \$2.5m, which meets with RG126 limit requirements.