



# 2018 Broker Forum Manchester

Industry knowledge and networking  
event for regional insurance brokers

Wednesday 3 October 2018



Angel Risk Management's  
2018 Broker Forum  
Manchester

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**venue**

The Radisson Blue Edwardian Hotel  
Free Trade Hall, Peter Street,  
Manchester, M2 5GP

## topics and expert speakers

The Angel Broker Forums have been designed to give delegates a more thought-provoking experience than the usual insurance event. Our aim is to enlighten you on two key industry topics: Terrorism and Cyber, with expert speakers who bring first-hand knowledge of their specialist areas. We will also bring you up-to-date on the latest Sport & Leisure and Marine Cargo trends with presentations from experienced AXA XL underwriters.

## meet our specialists

Representatives from a variety of underwriting disciplines will be available for you to discuss your insurance needs. Both they and our panel of speakers will be available to talk with you before, during breaks and after the event.



# speakers



## **Julian Davies**

**Head of Consulting, S-RM Intelligence and Risk Consulting**

Prior to joining S-RM, Julian was a Major in the British Army, where he served in the Parachute Regiment and the Army Air Corps. He has commanded a Parachute Regiment company and an Army Air Corps helicopter squadron on operations in Kosovo and Northern Ireland, respectively. During 2004 and 2005 he spent a year in a combat role with the US Army in central Iraq. Since joining S-RM in 2007 Julian has worked in the Middle East, Africa, South and Central Asia, as well as in the United Kingdom and Europe. S-RM is a global business intelligence, risk management, and cyber security firm that works with leading businesses, governments and private clients.



## **Neil Hare-Brown**

**Chief Executive Officer, Storm Guidance Limited**

As Founder & CEO, Neil has over 30 years' experience in cyber incident coordination, digital forensics and the security of a range of technologies. With an MSc in Information Security Management from Royal Holloway, University of London, Neil also holds a range of international ICT audit and security qualifications.

Storm Guidance is a specialist advisory firm whose aim is to help cyber insurers, intermediaries and insured clients work together on a common understanding and quantification of cyber risk and effective preparation and planning for cyber incidents.

# speakers



## **Paul Thomas**

**Senior Class Underwriter, AXA XL**

Paul began his insurance career in 1987 working predominantly in Commercial Underwriting and Business Development roles. Since the Millennium he has specialised in the Sport & Leisure sectors both as a Lloyd's underwriter and in the company market, he joined AXA XL in October 2014. Paul leads the Sport & Leisure team to provide cross class product capabilities which now extends to programmes in over 20 countries worldwide.



## **Guy Brett**

**Class Underwriter, AXA XL**

Guy has been in the Marine Cargo insurance sector since beginning his career with RSA in 1994, since then he has held a number of underwriting and broking roles in both cargo and freight insurance for companies including Aon and Allianz before joining the AXA XL Ipswich Cargo and Freight team in 2009 and moved to the London office in 2013.



## **Gary Green**

**Regional Sales and Business Development, Angel Risk Management**

Gary is part of the AXA XL regional sales and business development team, based in the Angel office. Whilst he is primarily focused on the Angel products, he also promotes the entire range of AXA XL's regional products. Gary joined Angel in 2001 having started his career in 1982 as a broker with Robert Fleming before switching to underwriting in 1988 with CNA Re.

# timetable

8.00am – 9.00am	registration and refreshments
9.00am – 9.05am	welcome and introduction <b>speaker : Gary Green</b>
9.05am – 9.50am	<b>terrorism</b>  <b>speaker : Julian Davies</b> <ul style="list-style-type: none"><li>• The risks you need to be advising your clients of</li><li>• The changing face of terror attacks</li><li>• Current and future threats</li><li>• Mitigating the threat</li></ul>
9.50am – 10.35am	<b>cyber</b>  <b>speaker : Neil Hare-Brown</b> <ul style="list-style-type: none"><li>• Are your clients prepared for a cyber attack?</li><li>• The cyber threats you don't know about</li><li>• How to manage a cyber attack</li><li>• Mitigating the damage</li></ul>
10.35am – 11.20am	<b>marine cargo</b>  <b>speaker : Guy Brett</b> <ul style="list-style-type: none"><li>• Identifying the opportunity</li><li>• Who needs it and why?</li><li>• What is a loss?</li><li>• What you need to know</li></ul>
11.20am – 11.45am	mid-morning break and networking  <b>continued</b>

# timetable

11.45am – 12.30pm

sport and leisure

**speaker : Paul Thomas**

- Concussion – the big issues
- The world of leisure
- Bigger than you think
- What's the exposure?

12.30pm – 12.50pm

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**speaker : Gary Green**

- In case you didn't know
- What's on the way

12.50pm – 1.00pm

q and a

1.00pm – 2.00pm

buffet lunch and networking

2.00pm

event close



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For more information about Angel Risk Management and to keep up to date with our range of products, please contact:

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