

Case study: Underwriting Excellence and Pricing

# From small to large fleets

## Growth through underwriting



### Initial situation

- International insurer currently operating a small fleet product with a desire to increase fleet market share through acquisition of larger risks.
- Concerns about the current underwriting team's ability to move into larger and more complex risks due to a lack of knowledge and experience with this market segment.
- Client reached out to Munich Re for support in improving their underwriting and operations of the existing Fleet proposition.



### Project approach

- **Discovery:** Understand existing technical proposition, current underwriting structure and strategy to determine the level of experience of the underwriting team.
- **Design:** Build tailor-made motor fleet underwriting training material based on market characteristics and client's knowledge level, and deliver training workshops to underwriting teams.



### Results

- **Delivery:** Technical underwriting workshops delivered to client focusing on understanding exposure, underwriting methodology, interrogating risks, risk management and deal construction.
- Revised underwriting guide for large complex risks.

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