

Insurance broker  
license no. 1270/03  
Reinsurance broker  
license no. 35/R/08

**Head office: 43-100 Tychy, ul. Barona 30**  
**NIP: 646-26-03-902 REGON: 278077702**



**FINCON**

Experience

Reinsurance

Original  
products

Claims

We have been operating in insurance and reinsurance incessantly for 16 years. We operate in Poland, Europe and globally to provide our Clients with product solutions and reinsurance capacities for every type of property risks.

We have developed a position of undisputed leader in scope of insurance for industry, solving insurance and reinsurance problems of the Polish mining branch.

Going further, we have extended cooperation over other lines of business, where we have been entrusted by over 200 small, medium and large-sized companies, both private and state-owned.

We have solved hundreds of problematic claims and we have introduced unique product solutions into the Polish market.



## We follow 3 basic principles:



- ✓ We advise our Clients in objective and independent manner.
- ✓ We treat all Clients with the same priority.
- ✓ We use expertise of the best specialists and their experience to solve problems of our Clients.

# Numbers about US



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**250,000,000 PLN**

In 2017 – 2018  
we have attended  
on premium  
of 250 million PLN.



**500,000,000 PLN**

We have adjusted claims  
with overall value  
exceeding half billion PLN,  
and the highest single  
claim of 63 million PLN.



**15,000,000,000 PLN**

Property value  
insured and reinsured  
by **FINCON**



**20,000,000 EUR**

We have insurance cover  
for conducted business  
activity (**broker's liability**)  
with guarantee sum  
of **20 million EUR**.



**400,000,000 PLN**

Since establishing Fincon  
we have helped our Clients  
save more than  
**400 million PLN,**  
with the record value  
exceeding 100 million PLN  
in single purchase process.

1

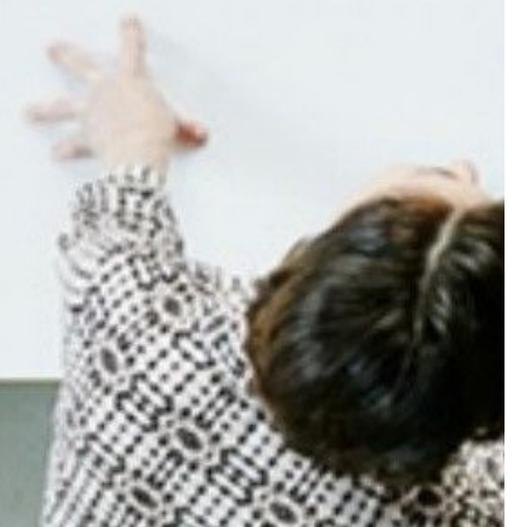
We are the first and the only reinsurance broker in the Central and Eastern Europe having the status of **broker at Lloyd's**

Broker at **LLOYD'S**

# Offer – brokerage services

**What we can do?**

**What we have done already**



## We implement expertise and potential of brokers having many years of experience into:

- Identification and assessment of **hazards** in company environment
- **Risk** transfer onto an insurance company
- Arranging insurance **surveys**
- Cooperation in tendering procedures under **Public Procurement Law**
- Effective reduction of insurance **costs**



# FINCON activity as an INSURANCE BROKER

Negotiating position of **FINCON** has been developed on the basis of brokerage services for the following companies:



# Where are we?

Over 200 companies from various branches, including:

Real estate -  
Construction



ATAL | PHN | GTC

Heavy industry



ISD HUTA CZĘSTOCHOWA | WALCOWNIA RUR SILESIA S.A.

Plastics



ERG S.A.

IT



Sygnity | testility

Aviation



GTL | SkyTaxi



Broker at

LLOYD'S

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**1**

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## What it means?

- ✓ Direct access to full capacities offered by the most expanded and experienced global market
- ✓ Strong negotiating position in relations with the national insurance companies
- ✓ Access to unique market products unavailable on the continental markets

In 2014, Capital Group X was negotiating reduction of premium on underground property insurance with the current Insurer both directly and through an insurance broker due to difficult financial situation, however, no satisfying result was accomplished.

Following engagement of Fincon and upon introduction of our insurance and reinsurance solutions we have generated savings of ca. **30 000 000 PLN.**



In 2015, Capital Group Y received an insurance offer for three-year period and 50 000 000 PLN premium, following procedure under the Public Procurement Law.

Fincon have developed reinsurance and insurance solutions as a result of which an insurance contract for underground property was concluded **for three-year period and 24 000 000 PLN premium.**

A photograph of a meeting around a whiteboard. A large teal circle is overlaid on the left side of the whiteboard, containing white text. On the right side of the whiteboard, there are four circular markers with red letters: 'm', 'I', 'N', and 'D' from top to bottom. The background shows people's hands and feet around the whiteboard.

**Using the possibilities  
of financial market,  
while adjusting  
Companies to binding  
legal requirements,  
Fincon is the co-author  
of...**



## Tax-related cover

Allianz Podatnik is a product devoted to cover against incurring expenses associated with tax disputes, particularly referring to costs of professional legal agent representing the Taxpayer before respective authorities.

## Penal & fiscal cover

Cover for costs associated with court proceedings pending on account of Penal and Fiscal Code, as well as, reimbursement of financial charges imposed on the Insured.

In scope of third-party liability cover includes claims made by the Employer against the Employee in relation to performed accounting duties.

## Legal cover in scope of Public Procurement Law

Provides full and comprehensive cover for Ordering party, as defined by the Act on Public Procurement, taking form of consultancy at every stage associated with pending tender or legal assistance in case of filing appeal to the National Board of Appeal by a contractor / bidder and subsequently in proceedings held before common courts examining complaints against the decisions of the National Board of Appeal.

## EU Directive WE 1071

In association with implemented EU Directive and introduction of new legal regulations for carriers, together with one of the insurance companies, we have created a product enabling carriers to secure their financial capabilities.

Owing to this solution they are able to continue their business activity without excess additional costs.





### **Underground claim:**

- ✓ Catastrophic size event causing both personal injuries and property damages
- ✓ Negligence on part of the Policy holder caused refusal of 70 million PLN compensation payment by the Insurer
- ✓ Actions undertaken by international broker, market leader, have not amended the Insurer's position and refusal to pay
- ✓ The company have addressed Fincon seeking assistance, as a result of our engagement compensation of **63 000 000 PLN** was paid within three months

### **Fire claim:**

- ✓ Fire lit by a subcontractor
- ✓ Burnt stock reserves and damaged plant with total value of 11 000 000 PLN
- ✓ A number of neglects reported on part of the Policy holder and the subcontractor effecting in final refusal to pay compensation by the Insurer
- ✓ The Client have engaged Fincon for the purpose of pre-litigation amicable dispute resolution and within 6 months have signed settlement agreement for **9 300 000 PLN**

### **Third-party liability claim:**

- ✓ Machines lost due to an underground incident, not covered within the scope of property policy
- ✓ The Insurer have refused compensation payment under both: property policy and third-party liability policy held by the company being strictly liable
- ✓ Engaging Fincon in the claim adjustment process resulted in **1 500 000 PLN** compensation payment

### **D&O policy claim:**

- ✓ Occurred as a result of defective actions of the company management board associated with unauthorized conclusion of currency futures
- ✓ The claim caused company bankruptcy and the Insurer have not accepted liability for the claim
- ✓ Fincon engagement and several months of our activity effected in **16 000 000 PLN** compensation payment

### **Business Interruption claim:**

- ✓ As a result of property damage a Company have lost production capacities due to damaged key item of production chain
- ✓ Property damage of 800 000 PLN was paid by the Insurer immediately, however, the damaged item could not be replaced or repaired quickly, causing several weeks' delay in production and enormous loss
- ✓ The Insurer refused BI compensation questioning liability and method for calculating BI loss
- ✓ Fincon engagement resulted in **20 000 000 PLN** compensation payment

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The logo for FINCON, featuring the word "FINCON" in a bold, blue, sans-serif font. The letter "i" is lowercase and has a red dot above it. The logo is centered within a white horizontal bar that is part of a larger circular graphic.

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