









# Professional Indemnity Appetite Matrix

		Probability of Instant Quote (no referral)	Max Turnover	Average Bound Premium (2021)	Largest Bound Premium (2021)	Maximum Limit	Quick Wins	Not for us	Additional Products most commonly purchased
	<b>Accounting, Bookkeeping and Taxation</b>	High	Accounting: \$5mil Bookkeeping & Taxation: \$2mil	\$649	\$7,020	\$10mil	<ul style="list-style-type: none"> <li>✓ Accounting Services</li> <li>✓ Bookkeeping &amp; BAS Agency Services</li> <li>✓ Tax Agent Service</li> </ul>	<ul style="list-style-type: none"> <li>✗ Business Valuations very limited</li> </ul>	<ul style="list-style-type: none"> <li>✓ Management Liability</li> <li>✓ Office Pack</li> <li>✓ Public Liability</li> <li>✓ Cyber Liability</li> <li>✓ Personal Accident &amp; Illness</li> </ul>
	<b>Architecture, Engineering &amp; Technical Services</b>	Architect: Medium Engineering: Medium	Architects: \$5mil Engineers: \$3mil	\$2,580	\$38,340	\$10mil	<ul style="list-style-type: none"> <li>✓ Architect &amp; Architectural Consulting Services</li> <li>✓ Architectural Drafting Services</li> <li>✓ Interior Design</li> <li>✓ Land Surveying</li> <li>✓ Landscape Architectural Services</li> <li>✓ Building Design (up to 3 storeys)</li> <li>✓ Building Inspection Services</li> <li>✓ Civil Engineering Consulting Services</li> <li>✓ Construction Project Management</li> <li>✓ Engineering Consulting Services</li> <li>✓ Town Planning Services</li> </ul>	<ul style="list-style-type: none"> <li>✗ Civil/Structural Engineers working on high risk infrastructure</li> <li>✗ Aeronautical Engineering</li> <li>✗ Marine Engineer</li> <li>✗ Pre-Purchase Inspections</li> <li>✗ Nuclear Engineering</li> </ul>	<ul style="list-style-type: none"> <li>✓ Management Liability</li> <li>✓ Office Pack</li> <li>✓ Cyber Liability</li> </ul>
	<b>Education &amp; Training</b>	High	\$3mil	\$619	\$2,415	\$10mil	<ul style="list-style-type: none"> <li>✓ Registered Training Organisations</li> <li>✓ Training Consultancy</li> <li>✓ Sports Coaching</li> <li>✓ Teaching</li> <li>✓ Tutorial Services</li> </ul>	<ul style="list-style-type: none"> <li>✗ Schools</li> <li>✗ Childcare (of any type)</li> </ul>	<ul style="list-style-type: none"> <li>✓ Public Liability</li> <li>✓ Cyber Liability</li> <li>✓ Personal Accident &amp; Illness</li> </ul>
	<b>Consultancy Occupations</b>	High	\$5mil	\$594	\$5,250	\$10mil	<ul style="list-style-type: none"> <li>✓ Management Consultant</li> <li>✓ Migration Agency</li> <li>✓ HR Consulting</li> <li>✓ Recruitment Consulting/ HR Services</li> <li>✓ Environmental Consulting (except Laboratory Services)</li> <li>✓ Education Consulting</li> <li>✓ Business Coaching</li> </ul>	<ul style="list-style-type: none"> <li>✗ Actuary</li> <li>✗ The co-ordination, collection and analysis services with respect to drug testing in accordance to the World Anti-Doping Agency and National Association of Testing Authorities standards</li> <li>✗ The provision of outsourcing administration of commission and revenue management services</li> </ul>	<ul style="list-style-type: none"> <li>✓ Public Liability</li> <li>✓ Cyber Liability</li> <li>✓ Personal Accident &amp; Illness</li> </ul>

# Professional Indemnity Appetite Matrix - Continued

		Probability of Instant Quote (no referral)	Max Turnover	Average Bound Premium (2021)	Largest Bound Premium (2021)	Maximum Limit	Quick Wins	Not for us	Additional Products most commonly purchased
	Financial, Legal and Insurance Services	Medium	Finance \$2mil Legal/ Insurance: Not Offered	\$795	\$2,329	\$5mil	<ul style="list-style-type: none"> <li>✓ Mortgage Broking Services</li> <li>✓ Finance Broking Services</li> </ul>	<ul style="list-style-type: none"> <li>✗ Loans considered Credit Impaired / Low Documentation &gt;30% of total activities</li> <li>✗ Legal Services</li> <li>✗ Insurers</li> <li>✗ Brokers</li> </ul>	<ul style="list-style-type: none"> <li>✓ Management Liability</li> <li>✓ Office Pack</li> <li>✓ Public Liability</li> <li>✓ Cyber Liability</li> <li>✓ Personal Accident &amp; Illness</li> </ul>
	Information Technology (Combined PI/ PL Product)	High	\$5mil	\$672	\$6,084	\$20mil/ \$20mil	<ul style="list-style-type: none"> <li>✓ Computer Programming Service</li> <li>✓ Data Processing Service</li> <li>✓ IT/Computer Consulting Services</li> <li>✓ IT Services</li> <li>✓ Software &amp; Application Development</li> </ul>	<ul style="list-style-type: none"> <li>✗ Cloud Services</li> <li>✗ Payment Processor Services</li> <li>✗ App or software development for: Medical / surgical applications, Aerospace / radar / navigation systems, Military defence systems, Oil, gas, power, nuclear, energy application, Financials or banking systems that support Share Trading, Financial Transactions or Financial Calculations, Process control systems, Security systems, Console, Mobile or PC games</li> </ul>	<ul style="list-style-type: none"> <li>✓ Management Liability</li> <li>✓ Cyber Liability</li> </ul>
	Multimedia, Marketing and Telecommunications	High	\$5mil	\$620	\$2,500	\$10mil	<ul style="list-style-type: none"> <li>✓ Advertising Services</li> <li>✓ Graphic Design</li> <li>✓ Internet &amp; Web Design</li> <li>✓ Market research</li> <li>✓ Marketing Consultancy</li> <li>✓ Video Production</li> <li>✓ Public Relations Consulting</li> </ul>	N/A	<ul style="list-style-type: none"> <li>✓ Management Liability</li> <li>✓ Public Liability</li> <li>✓ Cyber Liability</li> </ul>
	Property and Real Estate	Medium	\$3mil	\$1,625	\$5,243	\$10mil	<ul style="list-style-type: none"> <li>✓ Property Owner (including renting, hiring or leasing)</li> <li>✓ Real Estate Agency</li> <li>✓ Real Estate Body Corporate Management</li> <li>✓ Real Estate Management</li> </ul>	<ul style="list-style-type: none"> <li>✗ Real Estate Valuation</li> </ul>	<ul style="list-style-type: none"> <li>✓ Management Liability</li> <li>✓ Cyber Liability</li> </ul>