

Valuation Services – Insurance Valuation

Aon Valuation Services looks deeper into the underlying issues that affect the level of insurance cover you need. The whole purpose of insurance cover is to put you back in the position you were in before the loss. This won't happen if the declared insurance values are understated and if co-insurance provisions apply, even a partial loss can be potentially fatal to the business.

Protecting your assets

Statistics show that following a major loss, though not necessarily a total loss, only 28 per cent of businesses continue to operate. The majority of these problems can be avoided by arranging an independent review of asset valuations and overall insurance requirements.

Would you buy insurance cover for your assets if it would only provide a fraction of the cost of replacing them? Most organisations wouldn't, but based on our experience most businesses unknowingly do this by not ensuring that their stated insurance values are correct.

It is also our experience that unless a business has recently had an insurance valuation, the sums insured will be inadequate and are often only 50–75 per cent of the correct amount. There are of course exceptions, and we occasionally find cases of correct or overstated values, but these amount to less than 10 per cent of our clients.

But what does this mean? In the event of a loss, if there is a co-insurance clause in your insurance policy and your assets are underinsured, only a fraction of the actual cost of replacing your assets will be paid, leaving you to fund the rest.

This situation can be avoided by having Aon Valuation Services undertake a dedicated insurance valuation of all your tangible assets.

When do you need us?

- If you have never engaged a qualified valuer to assess your declared values sums insured for insurance.
- It has been more than two years since your last independent insurance valuation.
- You are reviewing your business interruption cover.
- You are undertaking an insurable risk assessment.
- Your asset base has changed through acquisition or downsizing.

Our specialist team can help you

Ashley Grant – Sydney
p +61 2 8623 4063
m +61 401 694 868
e ashley.grant@aon.com

Geoff Pyman – Brisbane
p +61 7 3223 7482
m +61 405 153 761
e geoff.pyman@aon.com

Mark Klenke – Perth
p +61 8 6317 4048
m +61 414 583 245
e mark.klenke@aon.com

aon.com.au

Why Aon Valuation Services

- We can help save you money, protect ownership interests and your physical assets by ensuring they are correctly insured.
- Help to ensure that your insurance cover is matched to your insurance risk.
- Help to remove the risk of underinsurance, which leads to delayed and reduced claims payments that potentially cripple a business if it suffers a severe loss.
- We understand the myriad of different policy wordings that affect your insurance cover.
- Help to reduce the exposure of directors, officers and shareholders who are ultimately responsible for correct sums insured.

Continuing asset protection

Adding more value to the services we provide through our ability to build lasting relationships with our customers and understanding their specific needs, it became clear that there was a need to ensure that assets are protected between valuations. As a result, we have developed a yearly

'on desk review' of our valuations. This review will ensure that our assessed values are relevant for a three year period, not just for the year when your assets were valued.

Maximising the benefits

We understand that every client's needs are different. Before any valuation is undertaken, one of our senior staff will work with you to tailor our expertise to your needs. This ensures that you get what you need, and helps us understand your business and requirements – something that we believe is vital to ensuring your satisfaction with our services.

Through this process, we have identified typical client requirements, including the need to maximise client cashflows. In response we have developed a financing option for our professional fees that is available to our clients. This is just another way that we add value to our core services.