

2 December 2024

Select Committee on the Impact of Climate Risk on Insurance Premiums and Availability PO Box 6100 Parliament House CANBERRA ACT 2600

By Email: climaterisk.insurance.sen@aph.gov.au

Dear Committee

On 18 June 2024 we made a submission to your Committee noting that, as the key consumer voice in strata insurance, OCN welcomes this Inquiry and is happy to engage with the Committee on any aspect of this submission, and to develop solutions to the issues identified.

We wish to make several corrections as an addendum to that submission:

P2: Add "a half share of" before BAC in the 2017-18 timeline point.

P3: At 2024, add "AUB completes acquisition of MGA broker network which owns Australia's third largest strata management business, Adelaide-based Whittles."

P5:

Add "and AUB's" after both references to Steadfast 1st para:

2nd para: Add "according to one credible market analysis" after "However"

3rd para: Add: AUB's most recent investor presentation highlighted the contribution of these

agencies to overall group profitability.

4th para: Amend as follows:

> For Steadfast, its *influence* extends beyond insurance underwriting and broking. It is a minor shareholder and represented on the board of listed building services group Johns Lyng, which in turn is a major provider of claims services to CHU, and the controlling shareholder of Australia's second largest strata management agency group, Bright and

Duggan.

6th para: replace "can" with "theoretically could" after "the 200,000 PICA clients."

P6:

3rd para: Replace "the Steadfast or AUB groups" with "the Steadfast group"

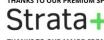
Add sentence at end of para:

"In investor presentations, AUB highlights the 'synergistic' benefits of its underwriting agency acquisitions, lifting gross written premium from these related agencies through its broker channels from \$75m in FY21 to \$200m in FY22 and \$300m in FY23, with 'an ongoing focus to improve Agency offerings that better align to AUB brokers' needs'."

P7:

2nd Last para: Add "apparent" before "absence of competition"



























P8:

Last para: Delete sentence "Given Steadfast's dominance of the downstream intermediary

channels, CHU appears to be able to do so without any serious competitive threat to its

target market of good risks."

2nd para: Delete: "(mainly Axis)" after "other Steadfast agencies"

Sincerely

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