

Discretionary Trusts

A destination where you build your own risk community



Providing awareness on a unique product framework that has stood the test of time

Access A Unique Framework In Partnership With Marsh

Experience Group Buying Power

The Trust is an innovative risk protection vehicle for insured members that shifts the liability of working losses to an independently administered, ASIC-approved Trust arrangement.

How The Unique Framework Works

- The Trust grows an initial layer of funds to pay for the majority of everyday claims.
- Insurance protects members for losses above this layer.
- Funds and membership grow over time.
- Surplus funds are returned back to members after all claims are paid.

Backed By Local Insurance Companies For Over 30 Years

You're in good company. Since 1986, we have managed over 80 arrangements for organisations like yours across 12 different insurance lines. Currently over 800,000 members within 55 Trusts are relying on this growing, trusted model.

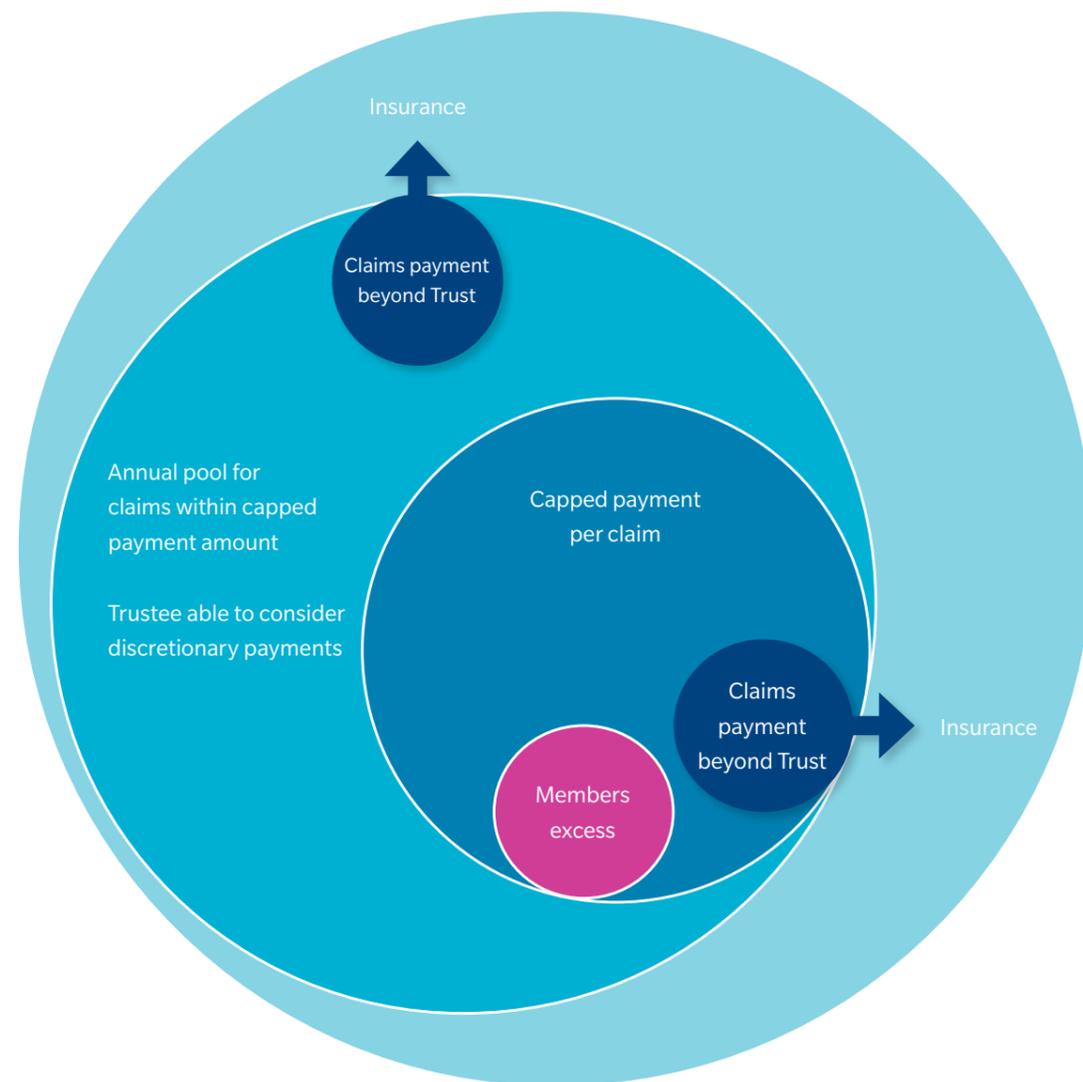
An information guide for insurance buyers.

Where Insurance Companies Fit Into The Equation

From personal accident to business insurance, the Trust is purpose built and designed to cover:

- Catastrophic losses
- Single Event
- Frequency
- Any One Event Limit
- Aggregate Limit
- Claims Notification Period

Concept Example



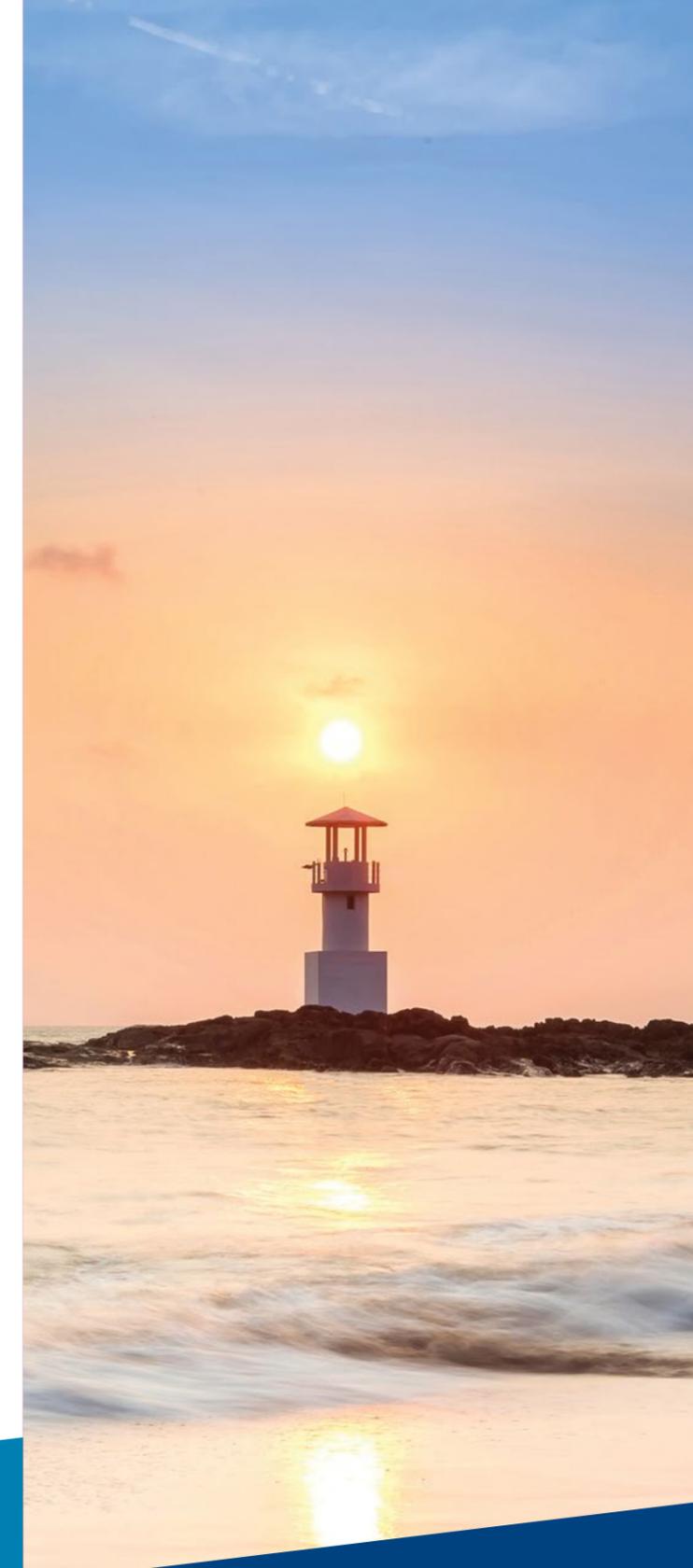
A Win-Win-Win Approach

What The Trust Means For The Insured

1. The Trustee has the exclusive discretion to pay claims which insurers may not
2. Organisations can be rewarded with left over money in a good claims year to fund initiatives that further reduce costs and claims
3. Access innovative insurance cover that others can't
4. Reliable and stable member contributions you can depend on
5. Control and security with full disclosure

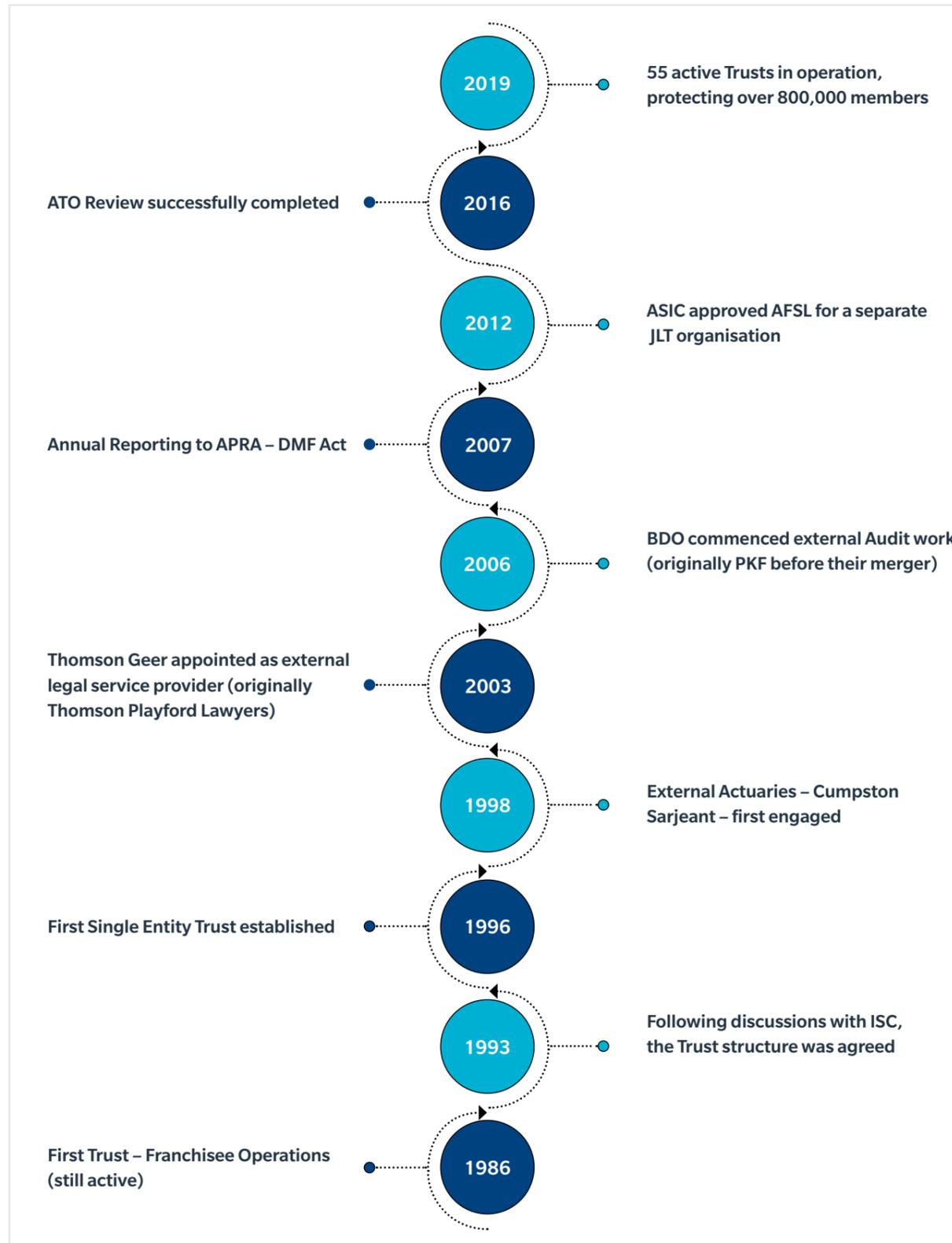
What The Trust Means For Insurers

1. Builds a financial model supported by external Actuarial Reporting
2. Provided with detailed data to support product design
3. Eliminates working losses and enables the Insurer to cover significant exposures
4. Absorbs 93% of predictable frequency losses, fully funded to its liabilities and doesn't need to be topped up following claims
5. Single policy management with broad reach across multiple entities
6. Continuous reporting



Strength, Stability, History

For over 30 years, members of Discretionary Trusts have enjoyed premium savings, consistent pricing, the widest possible protection and the return of surplus funds.



Proven Track Record Of Delivering Success

Success stories across the community:

"There are significant benefits to be derived from participating in a Mutual Discretionary Fund, as opposed to dealing with a traditional market place insurer: the personal one stop shop approach, so you know who you are dealing with each and every claim, and the built in flexibility where the Trustee is able to realistically apply a level of actual discretion. In recognising that there may be circumstances where the Policy, in reality, does not cover the entire loss, it is possible that if it is in the best interests of the scheme and its members that cover may be extended to provide the best outcome in a particular situation."

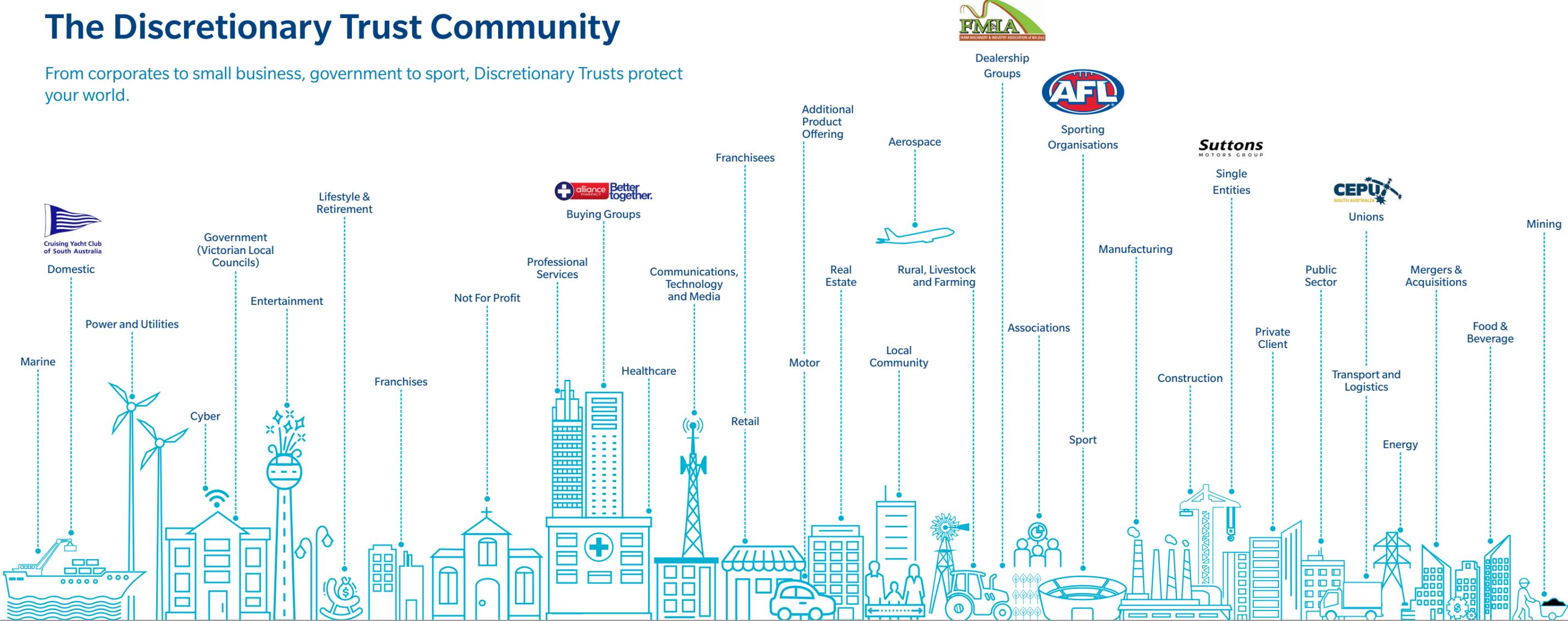
ALAN LOWE
Risk Management & Insurance Coordinator – City of Yarra

"The Discretionary Trust gives my business an industry specific insurance policy, which because of the nature of its insured members, has given us some of the lowest premium rates on offer with the best coverage."

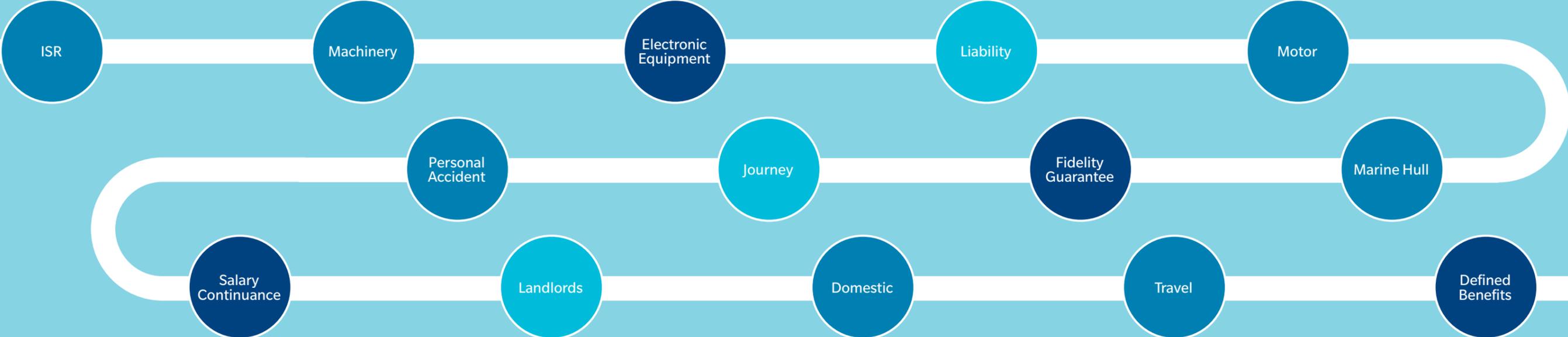
CARL NOONE
Managing Director – J&A Wholesalers

The Discretionary Trust Community

From corporates to small business, government to sport, Discretionary Trusts protect your world.



The Risks We Cover



A Framework Where Everyone Has An Active Role

INSURED

- Provide information at inception/renewal
- Act in utmost good faith
- Adhere to Trust and policy requirements
- Mitigate risk

TRUSTEE

- Manage Trust funds and regulatory/legal obligations
- Data modelling
- Financial and reporting aspects
- Discretionary decisions

MARSH

- Manage client requirements/interactions
- Negotiate and place insurance
- Claims advocacy
- Program administration functions

INSURER

- Assess and price insurance placement
- Sign off on slips, clauses, wording and schedule
- Address claims above Trust limits

ECHELON

- Manage aggregate claims
- Notify insurer of potential large claims
- Work in tandem with insurer to ensure above limit claims are expedited



Talk to us now. We're ready to help you.

CRAIG HARMS

Head of Alternative Risk Solutions, Pacific

+61 8 8100 3008

+61 409 797 122

craig.harms@marsh.com



Disclaimer: The Discretionary Trust Arrangement is issued by the Trustee, JLT Group Services Pty Ltd (ABN 26 004 485 214, AFSL 417964) ("JGS"). JGS is part of the Marsh group of companies. Any advice in relation to the Discretionary Trust Arrangement is provided by JLT Risk Solutions Pty Ltd (ABN 69 009 098 864, AFSL 226827) which is a related entity of Marsh. The cover provided by the Discretionary Trust Arrangement is subject to the Trustee's discretion and/or the relevant policy terms, conditions and exclusions.

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