



FEDERATION OF EUROPEAN RISK MANAGEMENT ASSOCIATIONS  
(FERMA)



EUROPEAN FEDERATION OF INSURANCE INTERMEDIARIES  
(BIPAR)

## **Press release**

**23 November 2010**

### **European Federations Agree Insurance Intermediation Transparency Protocol**

The Federation of European Risk Management Associations (FERMA) and the European Federation of Insurance Intermediaries (BIPAR) today announce that they have signed a protocol on the transparency of intermediation in business insurance.

Both federations recommend their respective member associations to use this protocol as a guiding framework to enable them to agree and issue guidance on intermediary transparency on a national level.

#### **Its principles**

- Intermediaries should identify, manage and mitigate any potential conflict of interest in an appropriate and transparent manner.  
They should provide clear and fair information on the nature of their services and the capacity in which they operate, including any underwriting powers and delegated authorities they may hold from insurers, so that business clients can make informed decisions on the purchase of insurance products.
- They should voluntarily inform their clients about the nature of the remuneration directly related to the placing and servicing of the insurance contract, for example whether they are paid a fee or receive commission.
- They should disclose the amount of this direct remuneration on request from the client.
- Also on request from the client, they should give generic information about other types of payments they may receive from insurers if the business insurance contract of the client is part of the calculation of these payments.

The Chairman of BIPAR, Jaap Meijers and the President of FERMA, Peter den Dekker, said in a joint statement: "Intermediaries play an important role in the development, placement and servicing of business insurance contracts, and they should receive fair remuneration for their services. The amount and nature of that remuneration is a matter for the parties involved. (Photo attached of Jaap Meijers and Peter den Dekker signing the protocol).

"In the complex nature of these business insurances, conflicts of interests can arise from time to time. When this occurs, intermediaries should identify, manage and mitigate them in an appropriate and transparent manner.

"FERMA and BIPAR recognise that the complexity of the business insurance sector can sometimes create a perception of a lack of transparency. This protocol addresses these concerns to underpin and enhance trust in the purchase of business insurance."



FEDERATION OF EUROPEAN RISK MANAGEMENT ASSOCIATIONS  
(FERMA)



EUROPEAN FEDERATION OF INSURANCE INTERMEDIARIES  
(BIPAR)

## About BIPAR

The European Federation of Insurance Intermediaries is a non-profit organisation grouping professional associations of insurance intermediaries in Europe. It presently has a membership of 46 national associations, established in 31 countries, which represent some 80,000 insurance agents and brokers, employing in all about 250,000 people. Founded in Paris in 1937, BIPAR has been established in Brussels since 1989. It is today the recognised voice of insurance intermediaries with the European institutions.

## About FERMA

The Federation of European Risk Management Associations (FERMA) brings together 20 national risk management associations in 18 European countries. FERMA has over 4,000 individual members representing a wide range of business sectors from major industrial and commercial companies to financial institutions and local government organisations. Their members play a crucial role within their companies with respect to the management and treatment of complex risks and insurance issues.

Member associations are from the following countries: Belgium (BELRIM), Bulgaria (BRIMA), Czech Republic (ASPAR CZ), Denmark (DARIM), Finland (FinnRiMa), France (AMRAE), Germany (Bfv & DVS), Italy (ANRA), Netherlands (NARIM), Norway (NORIMA) Poland (POLRISK), Portugal (APOGERIS), Russia (RusRisk), Spain (AGERS and IGREa), Sweden (SWERMA), Switzerland (SIRM), Turkey (ERMA) and United Kingdom (AIRMIC).

### FERMA press contacts:

#### **UK/US media**

Lee Coppack at +44 (0)20 8318 0330 or [lee@coppack.co.uk](mailto:lee@coppack.co.uk)

#### **Other press**

Florence Bindelle at +32 2 761 94 31 or by email: [florence.bindelle@ferma.eu](mailto:florence.bindelle@ferma.eu)

### BIPAR press contacts

Nic De Maesschalck at +32 2 735 60 48 or by email at [Bipar@skynet.be](mailto:Bipar@skynet.be)