



**July-August 2009**

## Welcome message

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Welcome to the fourth edition of Insurance Insight for 2009.

As Spring approaches, a welcome return of confidence looks to have permeated Australia's corporate communities with some analysts predicting the 'green shoots' of recovery have started to form.

As reported in this edition, business confidence is up, house prices have firmed, and a rise in housing finance commitments has some commentators declaring the worst of the global financial crisis to be over.



Indeed, global and local equity markets are showing strong signs of recovery and by the end of July, the Australian sharemarket had booked its fifth consecutive monthly gain, marking the longest 'winning' streak since the global financial crisis began.

Reserve Bank of Australia Governor Glenn Stevens recently declared that even though economic conditions remain very difficult in some sectors, it looks like confidence has indeed recovered some ground.

"Six months ago, my own view was that the biggest risk to the Australian economy was an unwarranted loss of confidence in our medium-term prospects. ... But surveys now suggest that many businesses have found that the worst has not occurred, and are perhaps thinking about their medium-term strategies for the next expansion."

We have also seen this confidence manifest itself in other ways such as listed companies recently taking the opportunity to raise new equity to strengthen their balance sheets.

Turning to this edition of Insurance Insight, we look at figures which show a recent rise in insurance premiums and how EBM is responding. We also update you on EBM's recent acquisition of Savill Hicks in Western Australia, focus on our commitment to Australian builders through our BuildCover policy, and look at why property investors are relying on RentCover to protect their assets.

We are keen to hear your thoughts and ideas about issues and topics you would like to see covered in Insurance Insight. Please email your suggestions to [marketing@ebminsure.com.au](mailto:marketing@ebminsure.com.au). If you would prefer to opt-out of receiving future newsletters simply click on the link at the bottom of this email.

**Jeff Adams**  
Managing Director

## Survey shows 'hardening' of insurance market

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Higher numbers of claims, severe weather events and increased economic uncertainty are some of the reasons behind a rise in insurance premiums, according to industry analysts.

A recent market survey has revealed that insurance premiums are continuing to rise gradually in all classes, EBM Managing Director Jeff Adams discusses how EBM has anticipated this cyclical moment in the market and what it may mean to you.

To read the full story [click here](#).

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## EBM acquires Savill Hicks operations in the west

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On 1 July 2009, EBM Insurance Brokers announced it had acquired the Western Australian broking operations of Savill Hicks Corp Pty Ltd.



The announcement will see Savill Hicks's WA-based insurance broking services integrated with EBM's existing operations which are headquartered in West Perth, a move seen as a positive result for clients by Savill Hicks Managing Director Stefan Hicks.

To read the full story [click here](#).

## BuildCover continues to protect Australia's building community

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The recent decisions by Lumley General and CGU Insurance to exit the home warranty insurance market have left many builders around the country wondering about the future security of their builders warranty insurance. EBM Insurance Brokers however has committed its support of Australian builders, announcing the continuation of its BuildCover builders warranty and associated insurances for Australian builders following successful negotiation with a selection of underwriters.

Managing Director Jeff Adams discusses how EBM is already working to ensure a smooth transition of clients whose policies may have been affected by other insurers.

[To read the full story click here.](#)

## Small businesses keen to grow

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According to a recent survey of small and medium-sized enterprises, the 2010 financial year will see a return to prosperous business conditions despite the impact of the global financial crisis. This upbeat sentiment was one of the key findings from St George Corporate and Business Bank's research into how Small to Medium Enterprises (SME) view the challenges ahead.

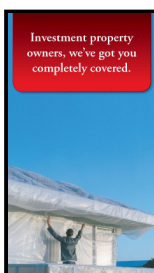
As well as signalling the resilience in the SME sector and their expectations for future growth, the survey revealed interesting findings on the strategies such businesses believe will help them achieve financial success.



[To read the full story click here.](#)

## RentCover ready to meet growing investor appetite

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With record low interest rates and a range of homebuyer incentives currently available, local investors have been buoyed with positive signs emerging in the nation's property market. Investor activity has risen to join the swelling ranks of homebuyers looking to buy their first homes.

EBM General Manager Sharon Fox-Slater discusses the effect on EBM's

RentCover Division, which protects tens of thousands of owners throughout Australia.

[To read the full story click here.](#)

## Contact us

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EBM Insurance Brokers, with offices in New South Wales, Victoria, Queensland and Western Australia, delivers local expertise combined with the national resources of one of Australia's largest insurance broking companies.

Email us at [ebm@ebminsurace.com.au](mailto:ebm@ebminsurace.com.au) or contact a local broker who can help you determine your insurance needs. Call 1300 INSURE (1300 467 873) for your nearest office:

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