



*A registered financial services provider (FSP 43404). >>*

# Company profile



We do what we say. That simple!



Ibiliti underwriting managers is a privately owned specialist underwriter offering a range of insurance products aimed at business sectors.

The company was established in 2011.

On behalf of Mutual & Federal Risk Financing Limited, Ibiliti offers the full suite of binder functions relating to insurance. This includes policy design, underwriting, policy issue, claims handling and all ancillary administration functions.

As underwriting specialist in the business of short-term insurance, Ibiliti has the skills and expertise necessary to ensure a superior insurance offering to the business sector.

Recognising the unique needs of the South African market, Ibiliti remains committed to providing clear and transparent insurance solutions in the spirit of the Treating Customers Fairly framework.

In today's modern world, business is everywhere. From small rural towns to large urban cities. Every business is different. Protecting businesses from unforeseen risks is essential.

Structural changes and the state of the South African economy do not allow any business owner to sit back. The Ibiliti insurance solution helps the entrepreneur in times when it matters most.

**As Ibiliti Underwriting Managers continues to grow, the focus remains on:**

- Bringing exceptional change to the way our selected short-term brokers are enabled and supported.
- Continuously exceeding client expectations.
- Remaining a company committed to the highest ethical standards in all aspects of business.

Even though short-term insurance direct business is becoming increasingly commoditised, finding the right broker is critical to the performance of a business policy. It is hard to replace specialist interaction. Ibiliti continually reinforces the role of insurance intermediaries in what we say in the media and to everyday clients.

We are dedicated to change – in an extraordinary manner – the way that our business partners are empowered and taken care of.

**Together we can conquer your mountains!**

Yolande van Niekerk  
Managing Director





# Who are we?

## Our vision

We started Ibiliti because of our passion for the short-term insurance industry and the joy that we receive in delivering real value to our brokers. We believe in thinking differently about insurance solutions to creatively transform and simplify traditional processes. We are focused on challenging the way things are done currently.

## Our mission

It is our goal to be the premier commercial short-term insurance product provider, offering a vast number policyholders practical solutions to cover and manage their business exposures for their respective specialist industries, through superior service, tailored quality products, advanced technology, broker support and superior operating results, setting the benchmark for adding value!

## Our values

### Poss**ibiliti**

Recognising opportunities; making the most of it whilst enabling everyone to reach their potential.

### Respons**ibiliti**

Being mindful of our overall responsibilities.

### Cap**ibiliti**

Recognising ability, honesty and integrity to create a competent environment.

### Sustain**ibiliti**

Offering long-term solutions and not just products.

### Flex**ibiliti**

Adapting to cater to the unique needs of our brokers and their clients.

### Cred**ibiliti**

Nurturing a winning network of partners through ethics and mutual loyalty.

### Profit**ibiliti**

Maximising return to our principals, as well as the brokers' bottom line.

### Adapt**ibiliti**

Open to new ideas and solutions to adjust to new conditions and changing environments.





# Why choose us?

At Ibiliti we provide the following products to our clients:

- Bus and coach cover
- Excess policy (cover to reduce the excess that an insured may have on an existing policy)
- Business insurance

What does Ibiliti do?

- Assist the broker to find innovative ways to penetrate the market in the current economy.
- Provide solutions to promote existing client base retention.
- Offer operational efficiency to ensure the long-term sustainability of intermediaries.
- Keep up with the times through investing in the latest technology. Our challenge is to meet the needs of brokers in current times but not compromise on how our business will cater for future generations.
- Adapt to the increasing demands of the regulatory environment. We believe it is the ultimate test for the survivors in this industry.



# Contact information

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