



AUSTRALIA & NEW ZEALAND

WILLIS AUSTRALASIA

BOLD. DYNAMIC. DRIVEN. THIS IS WILLIS.

The Willis Group

London. New York. Paris. Mumbai. Melbourne. Singapore. Tokyo. Auckland. These are just some of the places you will find Willis representatives.

The Willis Group is a leading global insurance broker, developing and delivering professional insurance and risk management solutions for clients worldwide. Internationally, Willis employs 20,000 people and is represented through a network of over 400 offices in more than 100 countries.

Our global history is more than our years of operation since 1828. It represents the wealth of insurance broking experience that has accumulated over that time. This directly benefits our extensive client base which traverses a wide range of service areas and industries.

We listen, we understand, we deliver.

"Our defining principle must be that before all else we act in our Client's best interest. We are advocates of the Client, we think about and care about their business as if we were their employee.

Just as they do, we must wake up thinking about their problems and consider how we might help to solve them. In short, we see ourselves as employed by Willis but working for the client."

- BILL DONOVAN, CEO, WILLIS AUSTRALASIA

Willis in Australasia

2008 marked the 50th Anniversary of Willis' operation in Australasia. We are proud of this significant milestone, which highlights our dedication to supporting clients in the region

Our local clients share one common characteristic: exposure to risk. They turn to us because we provide value by helping them manage and minimise that risk.

We accomplish this by doing much more than simply selling insurance. We listen, we learn, we develop a profound understanding of our clients' needs, then we apply our experience and expertise to deliver effective, innovative, and creative solutions for our clients.

Willis Australasia currently employs over 400 people, with nine offices throughout Australia and New Zealand.

Our Industry Specialisations

- Aerospace
- Affinity Groups
- Arts, Libraries and Museums
- Construction
- Education
- Energy, Oil and Gas
- Fishing and Aquaculture
- Government
- Healthcare
- Hospitality and Tourism
- Manufacturing
- Marine
- Media
- Mining
- Motor Industry
- Primary Product Processing
- Professions
- Property
- Retail and Distribution
- Science and Research
- Sports and Entertainment
- Transport and Logistics

Our Service Specialisations

- Alternative Risk Transfer / Captives
- Business Continuity Planning
- Technology and Cyber Risks
- Financial and Executive Risks
- Expatriate Health
- Employee Benefits
- Risk Assessment
- Occupational Health & Safety
- Mergers & Acquisitions
- Professional Indemnity
- Customised Solutions
- Workers' Compensation
- Plus many more

Why Willis?

At Willis we have a perspective that is truly unique. We are a global risk management and insurance intermediary; that's all we do. As a pure-play broker, we channel all our energies into being the world's finest insurance broker for our clients.

What else sets Willis apart from other brokers? The answer is simple. Willis is an agent of change.

When it comes to managing risk, today's businesses clamour for creativity and insight. Yet most brokerages go on as before, churning out the same tired solutions.

Willis is different. We believe that risk managers deserve to have a partner who will take a fresh approach to the business of risk management.

Willis is proactive and truly innovative - always challenging the status quo in order to create new and better ways to serve our clients' best interests.

Services

Willis Australasia's services include:

RISK ASSESSMENT:

Determining how much uncertainty exists in a given situation.

RISK STRATEGY:

Working with clients to manage their exposure to risk effectively.

PROGRAM DESIGN:

Developing individual insurance programs for clients that manage, control, and reduce risk.

RISK TRANSFER TRANSACTIONS:

Assisting clients to shift all or part of a risk to another party.

RISK CONTROL SERVICES:

Utilisation of management techniques that reduce the possibility that a loss will occur and/or reduce the severity of losses that may occur.

TOP QUALITY ACCOUNT SERVICING:

Providing clients with exceptional care and service supported by the entire Willis team and state-of-the-art technology.



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