

FULCRUM INTRODUCTION & HISTORY

The Fulcrum Group of companies is South Africa's foremost independent provider of Premium Collection and Premium Finance to the insurance industry.

Our brand promise is **"We see it differently"** – and our track record illustrates that we certainly do. We've always taken the innovative route, developing systems that meet legal and regulatory requirements, to future-proof and de-risk our clients, and provide them with efficiency, convenience and cost savings.

Although our roots stretch back nearly three decades (and our leadership collectively boasts decades of experience in both the insurance and finance sectors), we first took the Fulcrum name in 2012 and officially launched to the market in 2013.

1990

Our company origins date back to the early 1990s and we have followed a rich and exciting path to where we are today.

2002

We first launched to the market as PFS, Premium Financing Solutions.

2011

Gaining momentum, we pursue other opportunities through the acquisition of Escape Premium Collections in December 2011 from then, Zurich South Africa, now Bryte Insurance.

2012

With Premium Financing Solutions and Escape Premium Collections, it is time for a new name. Something more representative. A "fulcrum" plays a central or essential role in an activity, event, or situation providing an exponential advantage. Fulcrum Treasury is added to our offering.

2013

The Fulcrum Group is officially launched to the market.

2014

Fulcrum acquires FlexiBroker, enabling brokers to spend less time on administration and compliance, and more time with their clients.

2016

A refreshed Fulcrum logo and brand identity is launched, reflecting the pioneering spirit of the Fulcrum Team.

2019

After the disposal of Fulcrum Flexi (FlexiBroker) insurance management system, our acquisition finance, broker equity partnerships and Treasury asset management businesses, we focus on our two core businesses, which operate under a common holding company: Fulcrum Collections and Fulcrum Premium Finance.

2021

We're moving with the times and in February 2021 we enhance the Fulcrum visual language to complement our professional and distinctive approach to business; think progression, movement, innovation, and technology.

2022

The future lies ahead - we drive ourselves to create products and services that make a difference, because we believe there is always a better way.



THE FULCRUM GROUP

From the start, we've provided specialist financial and back-office support to brokerages, UMA's and insurance companies, helping them to optimise and de-risk their operations, save money and focus on what they do best: providing their customers with advice and service.

Our two core businesses, Fulcrum Collections and Fulcrum Premium Finance operate under a common holding company within the Fulcrum Group.

FULCRUM Collections

We ensure that premium collections for brokers, UMA's and insurers are accurate, timely, efficient and risk-free.

WITH A STABLE
CLIENT BASE OF
500+
CLIENTS

R20
BILLION

ANNUALISED INSURANCE
PREMIUM COLLECTIONS

PROCESS OVER
450 000
TRANSACTIONS
PER MONTH

We're a market leader when it comes to our premium collection solutions, as demonstrated by our three product offerings, which illustrate the evolution of our Fulcrum Collections business.

Fulcrum Collections Legacy Model

We collect premiums on behalf of our clients, disburse commission and fees to brokers or UMA's, and pay over premiums to insurers and any other approved parties such as value-added product providers. This system is fully automated, with premium collection information readily available through our licence neutral interface.

Fulcrum CollectDirect™

Fulcrum previously pioneered the direct collection concept, which fundamentally changed the premium

collections landscape for the better by de-risking the insurance collection process for insurers while simultaneously keeping the broker market involved and invested in the process. Fully compliant with insurance legislation, Fulcrum CollectDirect™ collects premiums from policyholders directly into the respective insurers' bank accounts, removing the need for guarantees.

Fulcrum AirCollect™

Fulcrum's service offering continues to evolve. The Fulcrum AirCollect™ collection methodology is being developed using our learnings from the Legacy and Fulcrum CollectDirect™ models. Our new product will remove the admin layer of existing collection models and give both intermediaries and insurers better control and more transparency, with greatly enhanced access to data. Fulcrum AirCollect™ will allow direct collection into multiple destination bank accounts.

This means that a single debit order collection will instantly be split between net premium due to insurers, commission, fees and value-added products (VAP), before reaching the bank accounts belonging to the ultimate recipients. The real-time granular information received from the integrated broker management systems will result in far more efficient cash collection to bordereaux reconciliation.

ADDITIONAL SERVICES

Over and above our market-leading premium collection platforms, we provide our Fulcrum Collections clients with an array of additional services as part of our offering.

Foreign exchange, claims handling, deposits and payments, reporting as well as non-insurance collections.

FULCRUM

Premium Finance

We are the largest independently owned, and most trusted, provider of premium finance within the South African marketplace.

**OVER 85 BROKERS
AND 2800 UNDERLYING CLIENTS**

(DEBTORS) ON OUR CURRENT BOOK WITHIN RSA

**R830
MILLION** STANDARD
PREMIUM
FINANCE
BUSINESS

**R120
MILLION** SCHEMES
PREMIUM
FINANCE
BUSINESS

**R950
MILLION** PREMIUM
FINANCED
PER
ANNUM

The funding mechanism allows corporate and commercial clients to enjoy the benefits of annual insurance policies, while ensuring that the upfront payment requirement does not impact their cash flow requirements.

Companies benefit because they access an additional source of finance, at competitive rates, while not affecting their standing banking facilities. They require no additional security to access premium financing, and multiple lines of cover are incorporated into a single policy and monthly debit order.

Brokers benefit because they receive their full annual fees and commissions upfront, their clients are less likely to take their business elsewhere during the term of their annual policy, they have less administrative work because Fulcrum manages the debit orders and credit control.

Fulcrum Premium Finance is simple, safe and cost-effective. It reduces administrative burdens and allows our clients to mitigate their risks through effective insurance while preserving liquidity levels within their businesses.



FULCRUM

We see it differently

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