



7th May 2020

Jon Dye
Chair
Association of British Insurers
One America Square
17 Crosswall
London
EC3N 2LB

Dear Mr Dye

Insurance response to Beer and Pub businesses in lockdown

As trade associations representing 50,000 pub businesses and 2,000 brewers, our members are grappling with the commercial implications of the lockdown triggered in response to COVID-19.

We have come together in a concerted effort to mitigate the most damaging aspects of the lockdown for our businesses and have presented a unified voice to Government in calling for a comprehensive package of measures to sustain our sector, protect jobs & livelihoods and safeguard our great British pubs.

Within this context of a national, collaborative effort across our entire supply chain there has been one notable omission - insurance companies. We had hoped insurers would work with us at this critical time. With one or two exceptions, the collective failure of insurers to step up and meet their obligations has been deeply disappointing.

The vast majority of our pub sector businesses have taken a policy including business interruption, with a clear expectation that a material disruption to their business through events beyond their control would be covered. Industry survey data has found that only 1% of hospitality businesses, 3% of BII members, and 4% of BBPA member companies have received a positive response from their insurer. In normal circumstances this would be unacceptable, in this crisis it is frankly deplorable and threatens business survival for thousands of pub businesses.

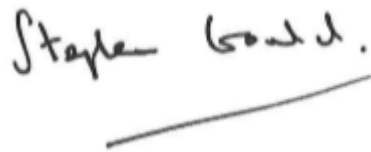
We are aware of legal actions pending but in advance of these cases proceeding we would urge the insurance companies' senior executives to agree to meet with us to discuss and lead a constructive way forward at the earliest possible opportunity.

With additional lockdown measures planned for our sector and further material disruption to our businesses likely, the compensation owed to our pub, brewery and broader hospitality businesses has become an even more urgent matter.

/...

We look forward to hearing from you at the earliest opportunity.

Yours sincerely

A handwritten signature in black ink that reads "Stephen Gould." The signature is written in a cursive style and is positioned above a single horizontal line that serves as a separator.

Stephen Gould
Chairman, One Voice Group

And

Emma McClarkin, Chief Executive, British Beer & Pub Association

Kate Nicholls, Chief Executive UK Hospitality

Steve Alton, Chief Executive British Institute of Innkeeping

James Calder, Chief Executive Society of Independent Brewers