

Private Medical Insurance

Current statistics show that increasing numbers of individuals within the UK are paying for private treatment to avoid rationing and delays for treatment being experienced through the NHS.

A recent report compiled by Intuition Communications suggests that those patients who do not have private medical insurance are increasingly paying over £10,000 for operations such as a hip or knee replacement.

Private hospitals are experiencing 15 to 25% year-on-year rises in the number of uninsured “self-payers”, with the increase mainly driven by long waiting times to undergo non-urgent surgery in NHS hospitals. Such patients will ultimately utilise their savings or take out loans to pay for their treatment.

The report adds that private medical providers have noted a direct correlation at a local level between reported excessive waiting times for surgery and demand for self-pay surgery. The total number of

patients in England waiting for planned hospital care within the maximum 18 weeks guaranteed under the Referral to Treatment scheme exceeded 4 million in July 2017 for the first time in a decade, soon after NHS England and ministers relaxed the target.

In October 2016, Private Health Insurer Aviva Healthcare advised the following NHS Waiting Times and Private Treatment costs for the following medical conditions:

Condition	Private Treatment Cost	NHS Waiting Time
Knee Replacement	£10,806	105 days
Tonsillectomy	£2,580	108 days
Hernia repair (groin)	£2,695	104 days
Hip replacement	£10,900	105 days
Gallstone Operation	£5,920	90 days

Reasons for Considering Private Medical Insurance

In addition to the ability to choose convenient appointments for consultation and treatment private medical insurance provides the following benefits for individuals and businesses:-

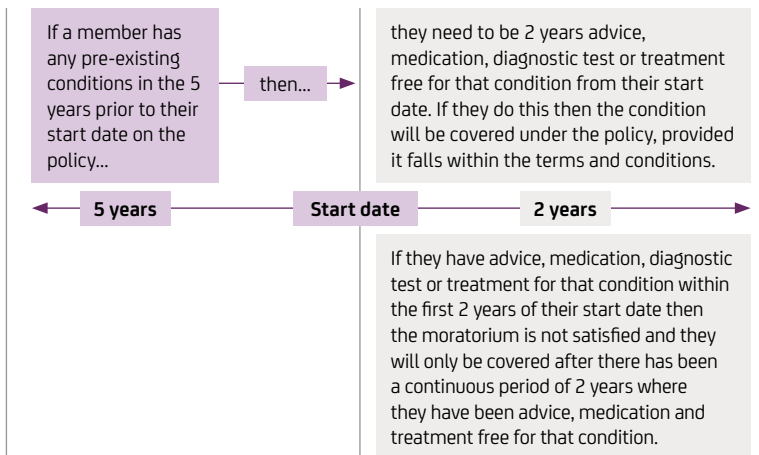
For Individuals	For Businesses
✓ Speed of access to diagnostics and treatment	✓ Reduces staff absences – helps to get staff back to work faster
✓ Access to private specialists, private hospitals and other facilities	✓ Save on the cost of absenteeism – currently an average of £522 per employee per year*
✓ Extensive cover for cancer	✓ Private Medical Insurance is a valued employee benefit
✓ Clean, private accommodation with a personal room	✓ Helps to attract and retain better staff
✓ Lengthy NHS waiting lists avoided	✓ Employers can tailor a plan to fit budget using additional benefit and cost containment options
✓ Concern about NHS postcode lottery for some treatments	✓ Business policies are available with just 2 employees
✓ Self-employed individuals have difficulty taking time off work	*CIPD Absence Management Report 2016

Additionally, insurers now provide many member benefits including nutrition advice, health tools and discounted gym membership.

What Methods of Arranging Cover are Available?

Private medical insurers use four different approaches to assessing and underwriting pre-entry conditions as follows:

1. Moratorium – Employees / members do not have to complete a medical declaration giving details of pre-existing conditions before they join the policy but this approach will exclude all pre-existing conditions for a period of time. Each insurer has a slightly different approach in its application of moratorium underwriting. Generally, this type of underwriting operates per the diagram below:



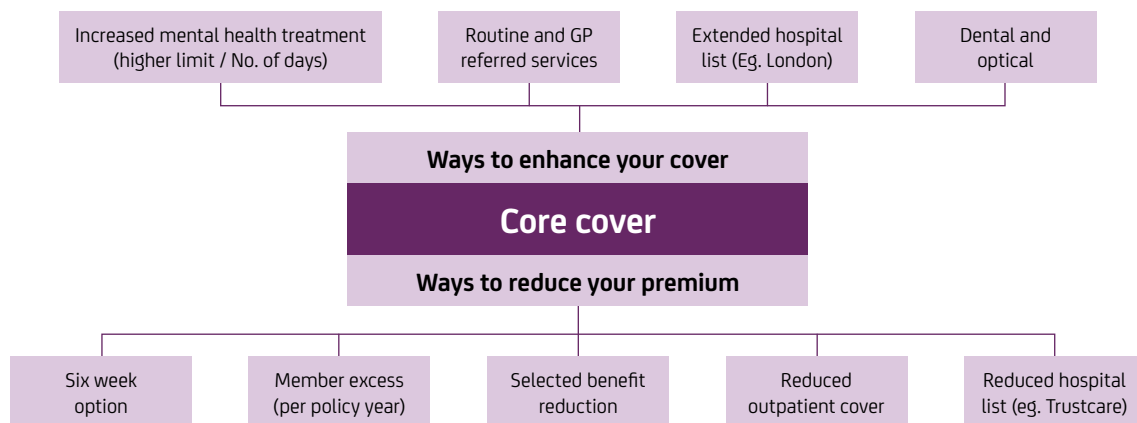
2. Continued Medical Exclusions – This is only applicable where you have previously purchased Private Medical Insurance and gives you the option to continue any medical underwriting that was applied by your previous Insurer when approaching a new Insurer.

3. Fully Underwritten – All employee / members complete a medical declaration form before they join the policy. For some employees with certain medical conditions Insurers may need the employee's GP to complete a medical report. Pre-existing conditions will be excluded from cover where deemed necessary by Insurers.

4. Medical History Disregarded – This is only applicable to larger policies typically where companies are looking to insure 15 employees or more and provides cover for treatment of previous conditions.

How can Cover be Tailored to your Company, Individual and Budget Requirements?

Sentinel has access to products from leading private medical insurers including Aviva, BUPA, AXA and Vitality Health. After consulting with you regarding your private medical insurance requirements, we will tailor a policy to meet corporate and individual needs whilst attempting to provide a solution that fits within your annual budget. The following chart provides a broad overview of cover enhancements and, alternatively, ways to reduce your premium.



Protect the unexpected

- Business risks
- Professional and management liabilities
- Property, construction and business interruption specialists
- Commercial motor
- Engineering sector specialists
- Credit and guarantee

