

**PROTECTING YOUR
TOMORROW, **TODAY.****



No two venues are the same. That's what makes what you do so great. But what it can do is make it difficult to get the best insurance, at a competitive price.

Most brokers don't understand the late night, leisure and hospitality industry. We do.

We've been protecting venues like yours since 1998, which means we know the unique risks you face, and more importantly, how to protect you should the worst happen. And when you're dealing with members of the public, there are countless ways you and your customers could be at risk.

So talk to our award winning team, and see how to make sure your venue has the best protection possible.

WE'RE PASSIONATE ABOUT PROTECTING:

- **Nightclubs**
- **Late Bars**
- **Live Music Venues**
- **Competitive Socialising**
- **Restaurants**

And a host of other venue types...



BUSINESS IS FULL OF RISKS. GETTING THE RIGHT INSURANCE SHOULDN'T BE ONE OF THEM.

We know what it takes to protect a business like yours. That's why we've hand-picked an award winning team, who are dedicated to making sure that whatever risks you face, wherever you are, you can benefit from the best possible protection.

OUR PROMISE TO YOU:

- **Personal, face-to-face reviews with our award winning team**
- **In-house claims team for faster settlements**
- **Discounted HR, Health & Safety and Risk Management services**
- **Competitive finance packages**
- **A-rated UK insurers**
- **Market-leading buying power**
- **No upper limit on sum insured**
- **Employee Wellbeing Support**

BENEFITS OF WORKING WITH US



FREE NTIA MEMBERSHIP* – which includes access to peer support networks, free events, free training access to nightlife experts and a nightlife business health check.



FREE CLAIMS DEFENSIBILITY TRAINING – delivered by our in-house claims experts, this helps minimise the impact of claims on nightlife venues reducing claims costs & insurance premiums.



FREE EMPLOYEE WELLBEING REVIEW – a benchmark of how venues can support their teams with actionable advice delivered by our trusted wellbeing partner appointed by The Drinks Trust.



FREE HR HEALTH CHECK – our in-house HR experts will review HR procedures and provide a 'traffic light' score to highlight any changes that might be required to remain compliant.



SUBSIDISED HR & RISK MANAGEMENT PORTAL – a discounted portal for a low-annual fee giving access to unlimited document templates, guidance and advice as well as a free advice phone line.



27+ YEARS INDUSTRY EXPERIENCE – we are the most established & experienced insurance broker in this sector.



GUIDES, WHITEPAPERS & INDUSTRY INSIGHT – we continually generate content that addresses current issues in the industry to help venues stay on top of their opportunities and responsibilities.

OUR PARTNERS

We're proud to work with the exciting and ever changing leisure and licensed business sectors & appreciate the need to build insurance and risk management products that can be effective for the wider trades we are involved in.

Over the past 10 years we have therefore worked hand in hand with a range of trade bodies working to promote the adoption of sound risk management principals and also highlighting the excellent developments these trades have incorporated themselves to potential insurance providers.

NTIA

The NTIA exist to champion the benefits of night-time leisure as well as challenge unfair treatment and attitudes. They tour the country speaking to venue owners and managers about the issues that threaten their businesses.

NDML regularly collaborates with the NTIA on campaigns to highlight key issues impacting the night-time economy, standing side by side with industry leaders to lobby for change.



Best Bar None is an Accreditation Scheme with National Awards supported by the Home Office and the drinks industry.

We support Best Bar None in their mission to reduce night-time leisure related crime, build relationships between venues and authorities and improve knowledge and application of regulations.



We're partnered with the Bristol Association of Restaurants, Bars and Independents to give independent businesses a collective voice with the council.

BARBI arrange regular networking events for the industry, finding out what's impacting night-time leisure and lobbying for positive change.



The Music Venues Alliance is an association of UK Grassroots Music Venues that works together to create the best live music network in the world, alongside the Music Venue Trust which is a charitable organisation which acts to protect, secure and improve Grassroots Music Venues for the benefit of venues, communities and upcoming artists. As one of their 'gurus', we support their members with insurance advice, guidance and expert protection designed around the needs of grassroots music venues.

*Free NTIA membership is only available for venues who do not currently hold membership with the NTIA

CLIENT TESTIMONIALS

// Before working with NDML, we saw them publishing a lot of insight, guidance and advice for operators like us.

After the initial conversation, working with NDML just made sense. Our shows come with unique risks, and we require the best support possible to keep our guests safe. That's what we get with NDML.

We're always communicating back & forth, discussing how we can make things safer. We've never looked back – NDML are an amazing support network to have on our side.

Bongo's Bingo

// After finding out we weren't properly covered by our previous broker following a break-in, we reached out to NDML for advice.

NDML spent time with us face-to-face reviewing every small detail of our operations and our policy, making sure everything was covered point by point.

We've got the utmost faith & peace of mind that we've got the best protection with NDML.

Pixel Bar

// NDML not only provided a quote more competitive than the rest but their Account Executive demonstrated a level of professionalism that far superseded the competition.

The ease of insuring with them is unparalleled. The staff are readily available to discuss our individual policy or answer any questions I might have and their channels of communication are always open.

The Inception Group

// My premium was high and getting higher. Then NDML showed me how they could reduce my premium and improve my cover. It was an absolute no-brainer to work with you, and I've been thrilled from day one.

NDML is simply unmatched.

Hootananny



// I guarantee you will feel supported in every way by taking your business insurance needs to NDML.

'Straight talking' advice and a direct method of assessing your needs assures you feel in the best possible hands.

The Bank Bar & Grill

// We've been with NDML for over 15 years, and they're always easy to work with in the complex world of insurance. They've been particularly supportive throughout the impact of COVID-19 and I can't recommend them highly enough.

Escapism Bar Group

// NDML take the worry out of what can be complicated and time consuming. From our insurance, to our health & safety. Our claims to our risk assessments. It's comforting to know that my staff & my business are always supported.

GSG Hospitality

// Throughout our time with NDML, they've always been professional, and have given me the reassurance that they understand my business, and are giving me the best advice.

I'm impressed with the extent to which they defend my interests through a really difficult period.

Wentsford Group



INDUSTRY AWARDS

We're proud to have been repeatedly recognised as the Customer Champion of the Year by our industry's most prestigious awards ceremony.

We're proud to have achieved this success, not for vanity, but for the recognition that the work we commit to our clients continues to go above and beyond expectations. This, alongside countless other award wins in recent years stand testament to our teams diligence and passion for protecting our valued clients.

But these awards aren't just meaningless trophies gathering dust on a shelf for us. They're the proof that our dedication to exceptional service & investment in people works. And the motivation to continually improve and deliver for businesses like yours.

Time and again, judges have praised our investment in claims service, most notably for the work we conducted in securing significant Business Interruption settlements following the impact of COVID-19, as well as our commitment to our team and glowing testimonials from our clients.

And this is why we believe it's important for you to have access to the UK's best late-night, leisure & hospitality broker.



ADDITIONAL SERVICES

In addition to our market-leading insurance policies, we have a host of additional services at preferential rates to help you & your team thrive thanks to relationships with our trusted partners.

These include:

Employee Wellbeing Support

delivered by We Are Wellbeing

HR & Employment Law, Risk Management, Health & Safety and Food Safety Services

delivered by Sentient UK

Private Client Insurance

delivered by Romero Private Clients

See our
latest campaign
& join the...

**NIGHTLIFE
REVOLUTION**

nightliferevolution.co.uk



Nightlife Revolution

@nightliferevolution



TikTok

OUR COVERAGE



Over 1,100
Nightclubs, Bars
& Restaurants



Over 4,500 UK
Sports & Social
Clubs



Controlling
over £20m
GWP



Bespoke policy
coverage &
wordings

OUR BUSINESS



Premium quality
service & cover



No unrated
markets used



Fair claims
settlements



Close relationships &
face to face visits

OUR TEAM



45%
Female



55%
Male



10 years average
length of service



Award winning
service

To find out more information about our award winning service, call us on **0344 488 9205**, or email enquiries@ndml.co.uk

Part of the Romero Group

Specialists in commercial, leisure, sports and hospitality insurance.

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