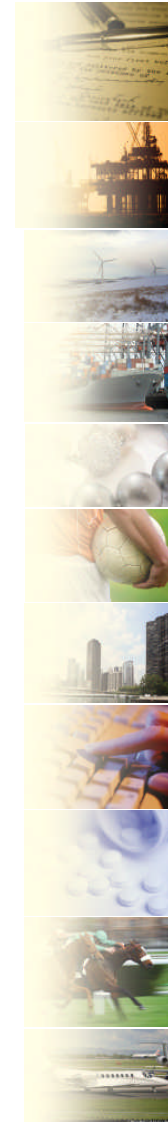


# WINDSOR

## Presentation to UNITAS

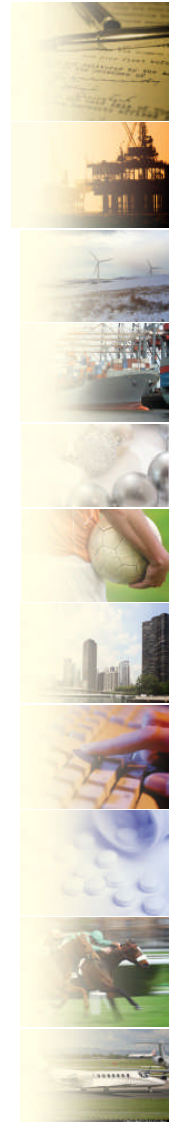
Neil Pearce

Deputy Managing Director



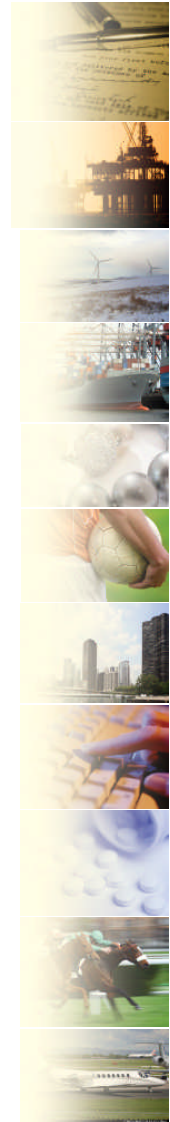
# About WPL

- Windsor Partners Limited is the principal operating subsidiary of the Windsor group, a unique insurance and reinsurance broking business which can trace its origins back to 1933.
- Our core strengths are our staff, our ethos and the products and services we offer to our UK and overseas customers.
- Windsor Partners Limited is an independent Lloyd's accredited broker operating out of seven offices, five in the UK, one in Guernsey and one in Hamburg, Germany.



# About WPL

- We employ approximately 200 staff and offer a range of wholesale and retail insurance services to partners and clients throughout the world.
- Windsor's efficient and flexible structure enables the broad knowledge and vast experience of our staff to be deployed for the maximum benefit of all of our business partners.



# About WPL

- We have longstanding and exclusive relationships with specialised insurers and operate on a daily basis in all sectors of the Lloyd's and London market, as well as those in Europe and the Far East. We offer the highest quality products and superlative levels of service, leading to longstanding and mutually profitable relationships with our clients and insurers.
- Windsor Partners Limited is authorised and regulated by the Financial Services Authority.



# Windsor Offices

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Tel: +44(0) 20 7133 1200  
Fax: +44(0) 20 7133 1500

## SHREWSBURY

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Shropshire SY1 1LG  
Tel: +44(0) 1743 260600  
Fax: +44 (0) 1743 355237

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44 North Road  
Brighton  
East Sussex BN1 1YR  
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Fax: +44(0) 1273 668897

## SWANSEA

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Phoenix Way  
Swansea SA7 9LA  
Tel: +44(0) 1792 790077  
Fax: +44(0) 1792 790090

## HAMBURG

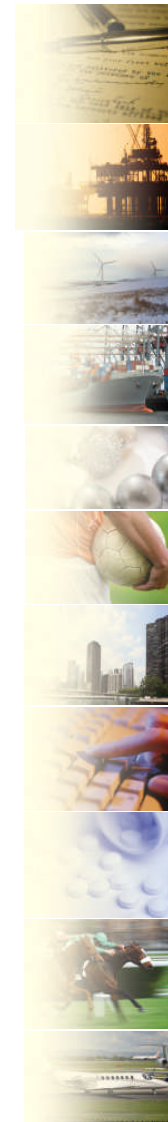
Moenckebergstrasse 13  
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Fax: +49 40 325 085656

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# Windsor Divisions

- Aviation
- BGH Risk Solutions
- Corporate
  - Private Clients
  - Schemes
- Energy
- Equine
- Marine
- North America
- Pharmaceutical
- Professional Indemnity
- Renewable Energy
- Sports and International



# Aviation

- Extensive Portfolio of Facilities and Markets
  - Dedicated team
  - Wealth of experience
  - Reputation in the industry for creative solutions
- Risk Assessment Audit
  - A systematic & detailed investigation of the operator's risk exposure
- Areas of Specialisation Include
  - Regional & fixed based operators
  - Executive Jet owners & operators
  - Helicopter Fleets and individual helicopter owners
  - General Aviation
  - Airport & service providers
  - Maintenance and engineering organisations
  - Employers Liability



# BGH Risk Solutions Ltd

- Appointed Representative of Windsor Partners Ltd
  - General Liability, Primary, Excess and Umbrella
  - Professional Liability
  - Medical Malpractice
  - Directors & Officers
  - Personal Accident
- Facilities Cater for Almost Every Market Sector



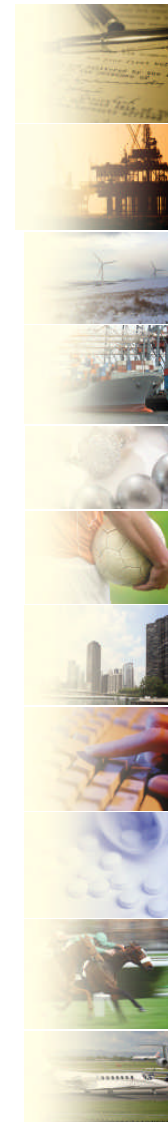
# Corporate

- Experts in Insurance Programme Design
  - Risk evaluation reports and reviews
  - Risk transfer and risk retention analysis
  - Captive insurance feasibility studies
  - Insurance product design
- Market Leading Insurance Programme Management
  - Established relationships
  - Partner Experts together
  - Claims reporting expertise
  - Insurance manuals and certificates
  - Manage Captive Insurance



# Private Clients

- Tailor Made Products
  - Buildings
  - Contents
  - Jewellery, Watches & Furs
  - Fine Art & Antiques
  - Personal Possessions
  - Motor
- Award Winning Claims Service



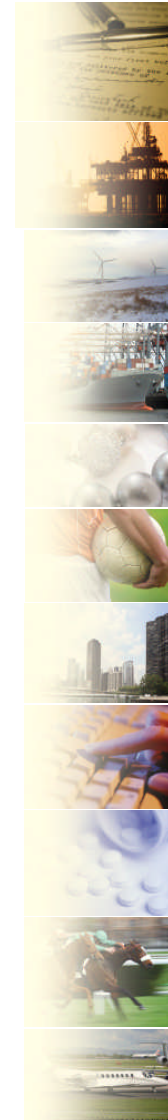
# Schemes

- “Crownplan” Hotel Schemes
  - Brings together all the insurance essentials in a tailor made policy for owners and managers of hotels, guesthouses and larger B&Bs
- “Keyplan” B&B & Self Catering Schemes
  - For smaller Guest Houses and B&Bs (up to 6 guests) and self catering accommodation



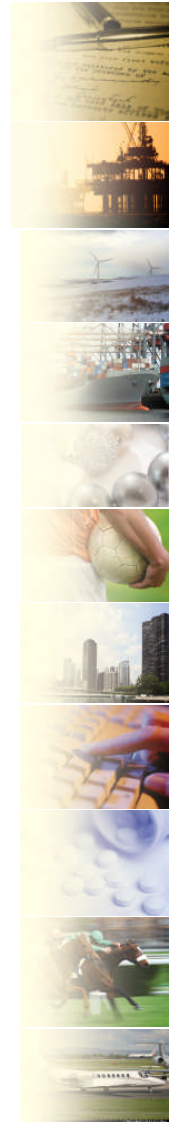
# Energy

- Oil & Gas & Related Industries
- Renewable Energy
- Commercial & Sport Diving
- Skiing & Outdoor Leisure Activities
- Port Authorities, Docks & Marine Engineers
- Manufacturing & Product Supply
- Mining & Heavy Industry
- General Contracting and Construction
- Underwater/Offshore Equipment



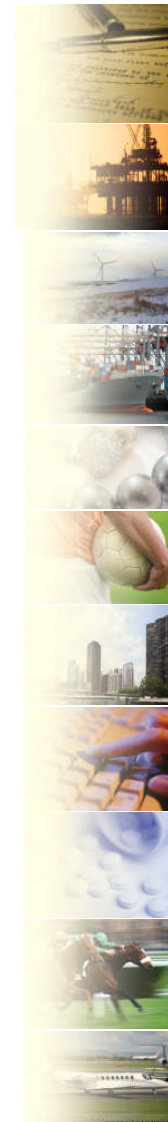
# Equine

- Many Years Experience in Designing Bespoke Products
- Keen Interest in All Equine Matters
  - Bloodstock
  - Horse & Pony
  - Competition & Sports Horses
  - Cancellation & Abandonment
- Equine Establishment Buildings, Contents & Other Property
- Liability
- All Risks of Physical Loss or Damage to Equipment
- Personal Accident



# Marine

- Hull & Marine Liabilities
  - Hull & Machinery and associated risks
  - Loss of Hire
  - Protection and Indemnity
  - Charterers Liability
  - Other Marine related Liability risks
- Ports And Terminals
  - Loss of/damage to cargo under care, custody or control
  - Third Party Liability
  - Professional Indemnity
  - Fines & Penalties
  - Physical Loss of or damage to equipment
  - Port Property
  - Business Interruption
- Marine Cargo
- Ship Finance
  - Mortgagees' Interest
  - Innocent Owner's Insurance
  - Lessor's Interest insurance
  - Political Risks Insurance
- Shipyard & Related Risks
- War & Political Risks
  - War Risks Insurance
  - Confiscation, Expropriation and Nationalisation Insurance
  - Credit Insurance



# North America

- Service Facilities under Full & Limited Binding Authorities
  - All Risks or Named Perils
  - Commercial Property
  - Builders Risks
  - Vacant Properties
  - Homeowners
  - Deductible Buy Back
  - Professional Liability & Misc E & O
  - Auto Physical Damage
- Dealers Open Lot
- Inland Marine
- Logging & Construction Equipment
- Kidnap & Ransom
- Personal Accident & Sickness Cover
  - Individuals and Groups
- Contingency



# Pharmaceutical

- Underwriters bring over 40 Years of Placement History
  - Public & Products Liability
  - Employers Liability
  - Medical Malpractice
  - Clinical Trials No Fault Compensation
  - Errors & Omissions
- Insurance Facilities Able to Cover a Huge range of Sectors
  - Pharmaceutical Manufacturers
  - Parallel Importers
  - Pharmacies
  - Medical Device
  - Clinical Research
  - Biotechnology
  - Botanicals
  - Cosmetics
  - Chemical Synthesis
  - Nutraceuticals
  - Veterinary Products
  - Homeopathy
  - Alternative Medicines



# Professional Indemnity

- Market Leader
  - We lead in all types of PI cover
- Market Strength
  - Underwriter relationships built over many years
- Point of Contact
  - Staff retention hence continuity of service
- Professions
  - Our skills cover a broad range with recognised experts in many fields
- Advice
  - Ongoing provision of advice to clients through regular contact
- High Level of Service & Trust
  - Produces a long term relationship of significant value



# Renewable Energy

- Over 20 Years Experience
- Market Leader
- Exclusive Market Facilities
- Wind – Onshore & Offshore
- Solar – Photovoltaic Cells & Active Solar Thermal
- Water – Hydro, Wave & Tidal
- Fuel Cells & Hydrogen
- Bio Fuels & Biomass
- Energy from Waste
- Biogas – Landfill & Anaerobic Digestion
- Transit Risks
- Construction Risks



# Sports & International

- Sport & Entertainment for
  - Professional Sportsmen & Women
  - Professional Clubs
  - National Associations
  - Sporting Event Organisers
  - The Entertainment Industry
- *Covering*
  - *Personal Accident & Sickness*
  - *Life*
  - *Contingency risks*
- International Trade & Specialist Risks for
  - Manufacturers
  - Traders
  - Logistics Services
  - Importers/Exporters
  - Financial Institutions
- *Covering*
  - *Transit risks*
  - *Storage*
  - *Stock throughput*
  - *Temperature controlled product cover*
  - *Political risks*

