



London Markets

Insurance & Reinsurance Brokers



Providing London & International Reinsurance Support from our Offices in London, UAE, India and Ireland plus our network of global partners



www.bbigroup.com

Broker at **LLOYD'S**



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BBi London Markets is a trading name of Berns Brett Ltd who are part of the Berns Brett Group of Associated Companies. Berns Brett Ltd (BBi) has been trading for over 50 years and is an Independent Lloyd's Broker regulated by the UK Financial Conduct Authority.

Lloyd's is the world's specialist insurance market. As a Lloyd's Accredited Broker, BBi has direct access to this market, representing over 200 syndicates and managing agents.

Most other International Reinsurers are also represented in London. Our market presence and experience allows us to secure the best possible rates and coverage for our partners.

We offer expert, flexible and responsive broking facilities supported by a professional and personal service. For your protection, we do this under a strict regulatory framework.

BBi London Markets provides Reinsurance support for a selective number of International Partners. Our main differentiation is that we aim to provide service levels that are the envy of our competitors. At BBi we use our connections to help you meet your clients' needs.

We liaise with our associated offices in the UAE & India to seek terms from Reinsurers outside of London, where this is of benefit to our clients. This applies to both Facultative and Treaty business.

The BBi Group of Associated Companies includes:

- BBi** London Markets
- BBi** Berns Brett
- BBi** Berns Brett Masood
- BBi** Berns Brett India
- BBi** Ireland
- BBi** Horsham
- BBi** Risk Solutions
- BBi** Financial Planning
- BBi** Employee Benefits

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Services & Expertise

Across the Group, BBi has experience in all major classes of Insurance and Reinsurance, Treaty and Facultative placements. On the Facultative side, we have focussed on the following areas:

- Financial Lines
- Casualty/Medical Malpractice
- Terrorism & Kidnap & Ransom
- Bankers Blanket Bonds
- Marine Cargo, Hull & Specialist Liabilities
- Crime
- Political & Credit Risks
- Life/PA
- Property Owners & Investors
- Construction, annual and project specific
- Professional Indemnity
- Cyber Risks
- Jewellers Block
- Freight Forwarders
- Affinity Schemes

We identify and negotiate with the most appropriate carriers to source effective solutions for your clients. Our market presence and experience allows us to secure the best possible rates and coverage for our clients from reinsurers the world over.



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Binding Authorities & Facilities

BBi London Markets want to be viewed as your strategic partner. We want to add value to your business and want a relationship built on trust, understanding and professionalism. As part of this process, we need to understand your business requirements so that we can develop products that have real relevance to you and can give you a competitive advantage.

Binding authorities and facilities offer a good example of this. These can work especially well when there is a tripartite relationship between us, the client and the underwriter. When this occurs the result is often long term sustainable relationships that are profitable for all parties.

Binding authorities and facilities can be arranged for a wide range of classes, either with full delegated authority or with a limited level of delegation. Whilst this sector is constantly changing, facilities are common in the following areas:

- Property
- Affinity Schemes
- Directors & Officers Liability
- Professional Indemnity
- General Liability
- Medical Malpractice
- Terrorism
- Personal Accident
- Life

We welcome enquiries that may be regarded as niche in the insurance industry and prefer to focus on markets that are often ignored by larger brokers and insurers or regarded as too challenging by others.



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Global claims need global expertise

BBi London Markets puts claims at the very heart of our operation. We understand the difference that a well handled claim can make to your business.

Our claims and broking staff sit side by side. They work together on strategy and communication to deliver a comprehensive claims service that we think is unrivalled in your market.

We will listen to you at placement to ensure you are satisfied with the loss adjusters and lawyers worldwide and will give you regular feedback to ensure you can manage the clients' expectations.

Our experience suggests that clients' needs differ and so we will tailor our claims service to your requirements and treat each claim individually.

Putting the client at the heart of what we do and our philosophy of tripartite relationships really comes out in our claims service. Sometimes our focus will be on empowering you to run your business and manage your reputation with the policyholder. This is often by putting you in control and supporting you with fast and efficient service, especially with the collection of funds to ease your cash flow.



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The Management Team

Andrew Wales MBA, ACII

Group CEO and major shareholder. Andy has 30 years experience in the UK and Middle East and is responsible for the strategic direction of the company.

Email: andrew.wales@bernsbrett.com

David Skinner ACII

David is a shareholding Director and has held various roles at BBi for over 25 years. David will lead the London Market team and be responsible for international development.

Email: david.skinner@bernsbrett.com

Gargi Majumdar Arora MBA

International multi-class Reinsurance expert producing and placing both Treaty and Facultative risks. Territories include Middle East, India, Nepal, Bangladesh, Indonesia, Latin America and East Africa.

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Vedanta Baruah MBA, FIII

Vedanta is a shareholding Director and the Managing Director for the Middle East & India. He is a seasoned professional having previously worked at a number of broking houses including Willis in Dubai and Howden in India.

Email: vedanta.baruah@bernsbrett.com

Kevin Shaper

Senior Cargo Broker. Kevin has over 30 years' experience with Lloyd's Brokers both in London and Internationally. Key expertise lies with Cargo Stock Throughputs, General Cargo, Bulk Cargo and Commodities, Excess of Loss, Reinsurance, Transit Liabilities, Cargo Rejection, War on Land and Fine Art.

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Kesav Chandran MBA, ACII

Lloyd's Broker with over 14 years' experience producing and placing international multi-class business. Kesav has worked both in the UAE and Indian markets both at Insurers and Brokers. He has been based in London for over three years.

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Kusuma Murthy FIII

A Fellow in insurance with 14+ years of Reinsurance experience gained at various Indian Brokers. Kusuma has handled most classes of business both for Indian cedents and global partners.

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Why BBi London Markets?

- ✓ London based with offices in UAE, India and Ireland
- ✓ Lloyd's Brokers – direct access to Lloyd's, London & International Markets
- ✓ Expertise in most classes of business
- ✓ 50 year heritage
- ✓ Network of affiliates to cater for global risks
- ✓ Staff & offices in UAE & India to assist with non-London placements
- ✓ Strong focus on service – we will exceed your expectations
- ✓ Relationship based model – we promote tripartite relationships
- ✓ We are innovators
- ✓ We will challenge the status quo
- ✓ Regulated by the UK Financial Conduct Authority – for your protection
- ✓ We employ qualified professionals
- ✓ Excellent market reputation and relationships
- ✓ We will add value to your business



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