

# Island underwriters

for Channel Island clients

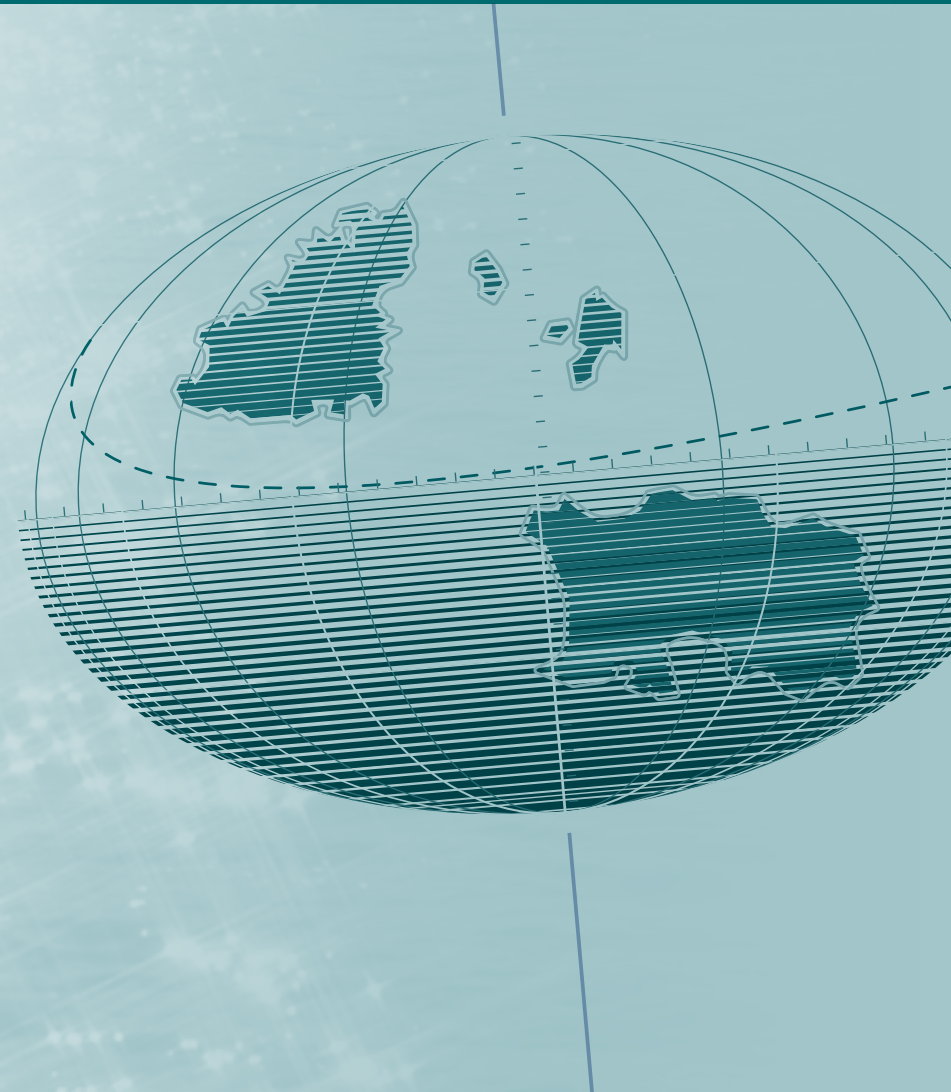
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# Island underwriters for Channel Island clients

Barbican Channel Islands provides tailor-made underwriting solutions for the unique Channel Island marketplace. With a wide-ranging and flexible group of commercial products, we offer brokers in Guernsey and Jersey relevant and competitive insurance covers designed to meet clients' requirements in full.

In addition to providing the products you need, we are committed to delivering first class service in both underwriting and claims.

Our philosophy is to combine demonstrable insurance expertise with genuine Channel Island market knowledge, whilst utilising the best of today's technology throughout our operations to enhance efficiency and service.



# Insurance solutions for the commercial buyer

Barbican Channel Islands has a full range of insurance solutions for small, medium and large commercial customers, designed to provide effective, relevant and value-for-money protection for their businesses.

Our policies are built around the core covers of property, business interruption and general liability (public, products and employers' liability) and with an emphasis on flexibility, we are able to integrate as appropriate more diverse covers and features.



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## Our products include:

**Professional Indemnity**  
**Fidelity Guarantee**  
**Contractors All Risks**  
**Directors and Officers**  
**Marine Cargo**  
**Personal Accident**

We can also accommodate niche requirements such as excess liability layers and one-off events.

# Barbican Channel Islands

the people



## Vincent Bray

Executive General Manager

**T +44 (0) 1481 750401**

**F +44 (0) 1481 716860**

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Barbican Channel Islands is headed locally by Vincent Bray. Vincent has over twenty years' experience in the Channel Islands insurance market, working in captives for three years before joining a leading local insurance company as a trainee commercial underwriter.

By 1995 he had become Business Manager, assuming responsibility for underwriting and development across a broad spectrum of commercial and personal lines and also managing a team of underwriters. A variety of roles then evolved in finance and special projects until he was made Claims and Technical Manager in 2001. Responsibilities included large and complex property and liability losses as well as wider technical and reinsurance matters.

Vincent joined Barbican at the end of 2008 to establish and develop the Barbican Channel Islands operation.

# Barbican Channel Islands

the people



## John Keat

Development Underwriter

**T +44(0)1481 750401**

[john.keat@barbicaninsurance.co.gg](mailto:john.keat@barbicaninsurance.co.gg)

John Keat brings three decades of experience to our Guernsey-based business.

He began his career in 1980 at Norwich Union, focusing exclusively on commercial business from 1985. Gaining underwriting authority in 1991, he progressed to Commercial Team Leader with service and management responsibilities.

John moved to Ace in 2003, as an underwriter in the Southampton office, a small, self-managed unit targeting large to medium commercial package business, Ace gave John invaluable experience of not only a wide variety of underwriting, but also business development and day-to-day broker contact.

In 2008, became a Client Service Advisor at Aon, combining close technical analysis of policy wordings with a broad strategic role, working closely with clients and providing support to staff.

Away from work, John has wide-ranging sports interests. He's represented his county at bowls on over 60 occasions - and, rather less genteelly, he's also an avid American football fan!

John joined Barbican Channel Islands in March 2010.

# Barbican Channel Islands

the people



## **Alex Williams-Yeager**

Underwriting Assistant

**T +44 (0)1481 750402**

[alex.williams-yeager@barbicaninsurance.co.gg](mailto:alex.williams-yeager@barbicaninsurance.co.gg)

Before joining the Guernsey financial services industry to work in the brokering and insurance of yachts, Alex had studied aerospace engineering for three years.

He is now training to become a commercial underwriter and studying towards Chartered Insurance Institute qualification.

## Your local link to Lloyd's

Barbican Channel Islands is part of Barbican Insurance Group, headquartered in Guernsey and trading as Syndicate 1955 at Lloyd's of London with a current capacity of £180 million.

The core philosophy of Barbican is to build an insurance and reinsurance business that is structured around delivering intelligent and responsive underwriting solutions in our chosen specialities. We have built a team of experienced underwriters, dedicated to providing expert risk solutions combined with the very best customer service, with a shared vision of lasting commitment to the market, offering consistency, reliability and value.

LLOYD'S

Underwriters

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LLOYD'S

Underwriters

Barbican's London operations provide specialist expertise in property, casualty, professional risks and marine classes, in retail, wholesale and reinsurance markets. These support and complement our Channel Islands operation.

# Lloyd's of London: the reassurance of security

As a Lloyd's syndicate, Barbican and its clients benefit from reassuringly powerful financial protection, recognised by Fitch Ratings, Standard & Poor's, and AM Best, which rate Lloyd's A+ (Strong), A+ (Strong) and A (Excellent) respectively.

The structure of Lloyd's itself provides a high degree of security, illustrated by the 'chain of security', next page. Stringent solvency controls ensure that the market meets not only its own high standards, but those of the FSA and other regulatory authorities.

LLOYD'S

Underwriters

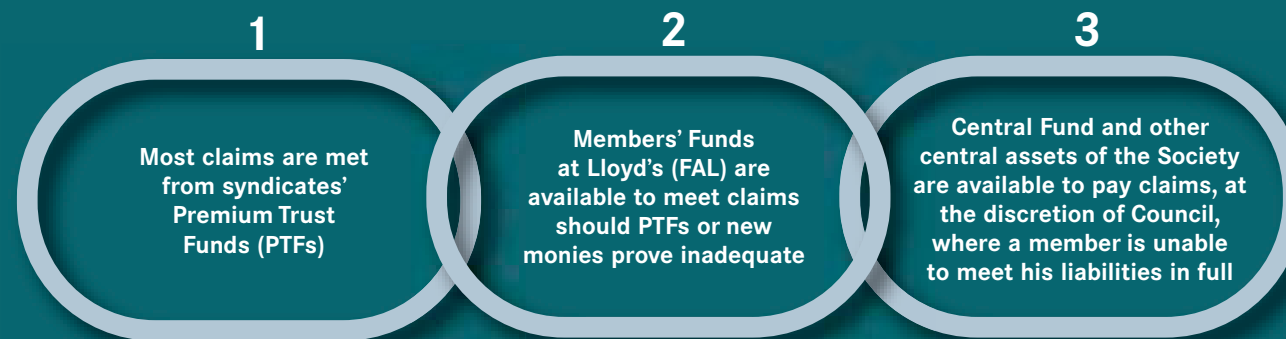
# Lloyd's of London: the reassurance of security

Lloyd's is a society of members, underwriting insurance in syndicates; each syndicate is required to estimate all its future liabilities and every member must hold assets in trust to meet their own share of those liabilities. To protect policyholders, premiums are also held in trust, so that liquid assets are available to meet claims and other underwriting liabilities; members must hold additional capital at Lloyd's as further security. There is also a Central Fund available, which, at the discretion of the Council of Lloyd's, covers outstanding liabilities should a member default.

LLOYD'S

Underwriters

## Lloyd's chain of security



# Who's behind our business?

## Led by talent and experience

The Barbican Insurance Group is managed by an executive team of highly experienced insurance professionals.

**David Reeves**, Chief Executive Officer, was formerly Director of UK Commercial Lines at Royal SunAlliance; **Mark Harrington**, Chief Underwriting Officer, was formerly Active Underwriter of QBE Syndicate 2000 and **Jon Godfray**, Chief Operations Officer, was formerly COO at Endurance Worldwide Insurance Ltd. **Louis Tucker**, Finance Director, was responsible for Corporate Development at Wellington Underwriting plc and David Russell, Director of Risk and Governance, was formerly Head of Regulatory Affairs at RSA Group. **David Russell**, prior to taking up his position as Director of Risk and Governance at the Barbican, he was Head of Regulatory Affairs at RSA Group, where he coordinated the group's activities on Solvency II.



David Reeves



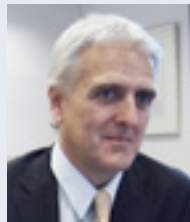
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David Reeves



Mark Harrington



Jon Godfray



Louis Tucker



David Russell

## Involvement and commitment

Barbican has very much a 'hands-on' style of management, with all five principals directly involved in the day-to-day operations of the business as well as setting and steering Barbican strategy. The executive team, along with Barbican's senior managers, have invested their own money in the company, adding up to a significant shareholding. There could be no better guarantee of total commitment to the business at all levels; with investment comes close personal attention to growth and success—and a sharp focus on achieving a dynamic balance of disciplined underwriting, innovation and creativity.

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