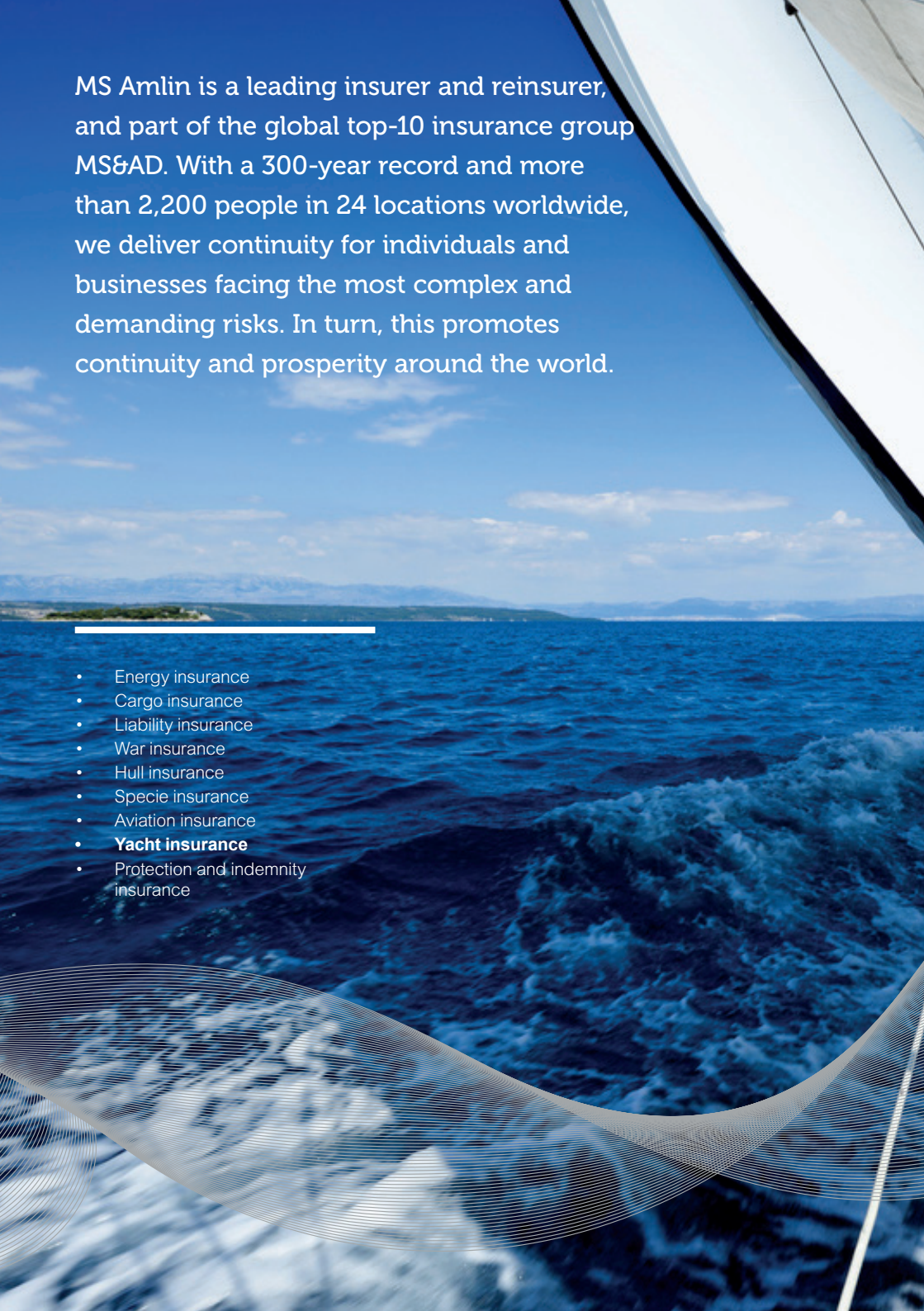




**MS Amlin**

# Yacht insurance





MS Amlin is a leading insurer and reinsurer, and part of the global top-10 insurance group MS&AD. With a 300-year record and more than 2,200 people in 24 locations worldwide, we deliver continuity for individuals and businesses facing the most complex and demanding risks. In turn, this promotes continuity and prosperity around the world.

- Energy insurance
- Cargo insurance
- Liability insurance
- War insurance
- Hull insurance
- Specie insurance
- Aviation insurance
- **Yacht insurance**
- Protection and indemnity insurance

## Understanding your world

One of the many joys of sailing, is the sense of freedom you get from being exposed to the elements. But the uncertainty of being out at sea can also prove rather costly when things go wrong – especially if your client's yacht is lost, damaged or stolen.

Our specialist yacht insurance is designed to protect their vessel and crew against accidents, mishaps and third party liabilities. It helps to minimise loss and safeguard them against other vessels on the water.

So, regardless of whether your client's yacht is used privately, raced competitively or managed as a commercial enterprise, your clients can enjoy all the freedom of the waves, without taking on unnecessary financial risks.

**“Not all yacht insurance is the same. In such a complex industry, it pays to have experience on your side”**

**John Macaulay**  
Product Group Lead - Yacht

# Why partner with us?

Although sailing can be incredibly liberating, it's hard to predict what every voyage might bring. At MS Amlin, we help to reduce any risks, by protecting your investment and keeping unforeseen costs to a minimum. So, wherever the wind takes you, you will never feel all at sea.

## Global support

We underwrite specialist yacht insurance products from offices in Europe, Asia and the Middle East. Plus, we cover individuals and businesses all over the world.

## Experienced advisers

Whether you're dealing with us face-to-face, over the phone or online, you'll find our professional advisers friendly, approachable and 100 per cent transparent.

## Simple processes

Our processes are simple and straight forward. We aim to add value in everything we do and if you have any questions, the support you need is never far away.

## Commercial consistency

Whether you're looking to insure a day boat or a mega yacht, you can expect the same high standards, impeccable service and unfaltering support.

## Product flexibility

Because no two yachts are the same, we are happy to customise our products and service to your individual requirements.

## Strong working partnerships

By providing you with clear communication, competitive pricing and compatible products, we create ongoing relationships that stand the test of time.

**"At MS Amlin, we don't just focus on price and product benefits; we focus on every detail that makes a positive difference."**

### Miles Taffs

Regional Director Lloyd's & UK



# Products for all types of vessel

We have been insuring private and commercial vessels for many years now and cover everything from dayboats, to cruisers and super-yachts. As one of the world's leading marine insurers, we understand the market better than most and are perfectly placed to tailor a package to your unique requirements.

- Worldwide cover
- Global offices
- Cover for private ownership, racing and commercial craft
- Bespoke packages
- Flexible options including all types of hull risk, accidental damage, fire, theft, third party liability and medical emergency cover

By operating from our offices around the world, we utilise our shared knowledge and expertise of global yacht markets, to deliver solutions locally, to you and your clients.

**“In an industry that is full of hidden risks, we offer experience, expertise and much needed product flexibility.”**

**Matt Halpin**

Senior Underwriter, Yacht & Marine Trade

---

## Yachts

Our underwriting and claims experience in the pleasure craft market gives us a competitive edge in this field – especially within the UK. We have developed an award-winning product with no document fees, credit card fees or administration fees for mid-term changes. Plus, we offer 10% discount to marina berth holders and up to 25% no claims discount.

Our service proposition is equally impressive, aided by the fact that most of our team have a passion for sailing themselves. They understand what it means to be on the water and have first-hand experience of the challenges that people face. This insight means a lot to our customers and helps us to develop many long-lasting relationships.

Our yacht insurance is available via any of our offices, including Kent, Lloyd's, Paris, Rotterdam, Singapore, Hong Kong and Dubai.

---

## Luxury yachts

If you are looking to insure a luxury yacht, we have a dedicated 'lead yacht' team based in the City of London. The team works as part of a consortium of specialist insurers, offering bespoke cover for all types of super-yachts and mega-yachts.

The panel is made up of some of the world's leading insurers, who collaborate to provide tailored benefits and cover 100% of any risk. As a result, you get a first-class product, a highly competitive price and a world-class service. Typical benefits include Hull, Increased Value, War, Fixed Price P&I, Loss of Charter and Medical Cover for crew and guests.

The support continues once your cover is set up. Our dedicated claims team is available 24/7 to support your every need.

---

## Lloyd's

A great deal of our global yacht insurance is written through Lloyd's in London – box number 54A. As one of the leaders in this market we cover a full range of vessels and work closely with Lloyd's brokers to provide a highly competitive and flexible service – including bespoke offerings and binding authorities. Specialities include:

- Ocean going & inland pleasure craft
- Small to mid-sized vessels
- Specialist yachts (max 40.000 GT)

# Exceptional claims management

If there is a problem with your client's vessel, we have a dedicated claims team available 24/7 to put things right. Our advisers are extremely knowledgeable about all types of yachts and have been expertly trained to resolve problems quickly, efficiently and with minimal disruption.

The team can support your clients anywhere in the world on a wide range of issues – from accident management and repairs, to legal advice and business continuity. We also work with a global network of service providers, to ensure high standards, fast turnaround times and manageable costs.

- 24/7 claims helpline
- Multi-lingual advisers
- Expert negotiators
- Global network of service providers
- Extensive in-house expertise



**Damian Vaile**  
Claims Manager

+44 (0)20 746 7460  
+44 (0)77 8069 1869  
damian.vaile@msamlin.com

**“In a highly specialist market, it's good to know you've got highly specialist people on your side.”**

**Damian Vaile**  
Yacht Claims Manager

# Underwriting excellence

Our specialist underwriters are on hand to give you all the help, support and advice you need. Using their detailed knowledge of different vessels and an in-depth understanding of global waters, they can build your cover to your unique specification.

For general enquiries please contact:



**Keith Lovett**  
Senior Underwriter

+44 (0)1732 223637  
+44 (0)7730 090 633  
keith.lovett@msamlin.com

## London & Lloyd's



**John Macaulay**  
Product Group Lead

+44 (0)207 746 1172  
+44 (0)77 6823 2858  
John.macaulay@msmsamlin.com



**Matt Halpin**  
Senior Underwriter

+44 (0)207 746 1229  
+44 (0)79 3550 3380  
matt.halpin@msamlin.com

## Kent



**Ric Decristofano**  
General Manager  
& Senior Underwriter

+44 (0)1732 223 827  
+44 (0)75 2561 4967  
ric.decristofano@msamlin.com



**Paul Knox Johnston**  
Business Development  
Manager

+44 (0)1732 223634  
+44 (0)77 2520 7328  
paul.knoxjohnston@msamlin.com

## Hong Kong



**Colin Sims**  
Yacht Consultant

+852 (0)2855 6930  
+852 (0)9261 8886  
colin.sims@msamlin.com



**Timothy Lee**  
Senior Underwriter

+852 (0)2855 6965  
+852 (0)9190 0787  
timothy.lee@msamlin.com

## Dubai



**Mary Vogiatzidou**  
Senior Underwriter

+971 (0) 4709 6921  
mary.v@msamlin.com

## Singapore



**Er Jun**  
Regional Manager & Senior  
Underwriter Marine

+65 (0)6557 0730  
+65 (0)9862 2441  
er.jun@msamlin.com

## Paris



**Erwan Le Henaff**  
Yacht Underwriter

+33 (0)144 707 317  
+33 (0)642 030 295  
Erwan.lehenaff@msamlin.com

## Rotterdam



**Ron Van de Wal**  
Lead Class Underwriter

+31 (0)10 799 5818  
+31 (0)653 806 526  
ron.vandewal@msamlin.com

## Service that sets us apart

The unpredictable nature of yachting means that situations can often change at a moment's notice. So, when it comes to service, we leave nothing to chance. From the minute you get in touch, we go out of our way to be helpful, supportive and offer a truly global service.

### Joined-up thinking

Most of our team are keen sailors themselves and spend regular time on the water. They have genuine insight into yachts and first-hand experience of the issues you face, which puts them in an ideal position to offer a helping hand.

### Access to the right people

We know how frustrating it can be when you're passed from pillar to post. So, whenever you're looking for answers, we give you direct access to people who can make instant decisions and provide you with all the information you need.

### Specialist underwriters

Our experienced underwriters are industry experts who are comfortable assessing all types of risk. They take the time to fully understand your situation and make every effort to come up with competitive solutions that are in your best interests.

### 24/7 claims support

Our dedicated claims advisers help with everything from sourcing the nearest repairers to negotiating with third parties. They work round the clock to make sure that payments are made quickly and your vessel is back on the water in the shortest possible time.



# Continuity through financial strength

Our underwriting subsidiaries are highly rated for their financial strength. We also benefit from the exceptionally high ratings of the MS&AD Group, one of the largest non-life insurers in the world, as well as being part of the Lloyd's of London Chain of Security.

## MS Amlin at a glance

**£3,657m**

2018 Gross written premium

**£2,692m**

2018 Net assets

**+20yrs**

**Wealth of experience**  
Senior Management average years industry experience

## Financial strength

MS&AD Group

**A+** (Stable) AM Best

**A+** (Stable) S&P

**A1** (Stable) Moody's

MS Amlin - Syndicate 2001

**A** (Excellent) AM Best

**A1** (Stable) Moody's

**A+** (Strong) S&P\*

**AA-** (Very Strong) Fitch\*

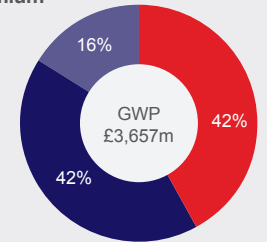
MS Amlin Insurance SE

**A** (Stable) S&P

\*Lloyd's Market Rating (which applies to MS Amlin managed syndicate)

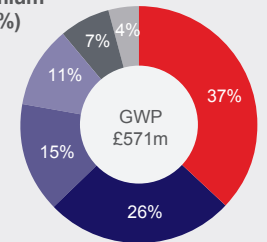
## 2018 Gross written premium by business unit (%)

- Reinsurance
- Property & Casualty
- Marine & Aviation



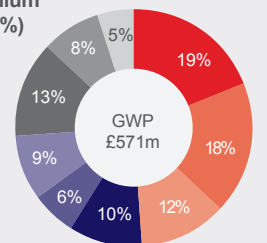
## 2018 Gross written premium by geographical class (%)

- Europe
- North America
- UK
- Asia
- MENA
- Other



## 2018 Gross written premium by M&A product group (%)

- Hull
- Cargo
- Aviation
- Yacht
- Energy
- Liability
- War
- Fixed premium P&I
- Specie



# We look forward to working with you

For further information please contact the relevant expert on pages 8 & 9,

or visit us online at [msamlin.com](http://msamlin.com)

## Our offices

### UK

We offer extensive broker support in the UK through our office in Kent and write a large proportion of our yacht insurance business through our Lloyd's of London, Syndicate 2001.

### Europe

With key offices in Rotterdam, Antwerp and Paris, we work closely with our brokers to offer a range of regional yacht insurance options.

### Asia and Middle East

From our offices in Singapore, Hong Kong and Dubai, we work with Lloyd's brokers on a full complement of yacht insurance solutions.

### 01. Kent

MS Amlin Underwriting Services Limited  
11 TowerView  
King's Hill West Malling  
Kent ME19 4UY

T: +44 (0)17 3222 3600

### 02. London

MS Amlin Underwriting Limited  
The Leadenhall Building  
122 Leadenhall Street  
London EC3V 4AG

T: +44 (0)20 7746 1000

### 03. Paris

Amlin Insurance SE  
58 bis rue La Boétie  
F-75008 Paris  
France

T: +33 (0)1 44 70 7100

### 04. Antwerp

Amlin Insurance SE  
Century Center  
de Keyserlei 58-60 box 6  
B-2018 Antwerp  
Belgium

T: +32 (0)3 222 27 11



### 05. Rotterdam

Amlin Insurance SE  
Beurs World Trade Center  
Beursplein 37  
3011 AA Rotterdam  
Netherlands

T: +31 (0)10 799 58 00

MS Amlin Marine N.V.  
Fascinatio Boulevard 622  
2909 VA Capelle  
A/D IJssel  
Netherlands

T: +31 (0)10 242 50 00

### 06. Hamburg

MS Amlin Marine N.V.  
Axel-Springer-Platz 3,  
20355 Hamburg  
Germany

T: +49 (0)40 8090 84010

### 07. Dubai

MS Amlin (MENA) Limited  
Level 3  
Precinct Building 2  
DIFC  
P.O. Box 506929  
Dubai – UAE

T: +971 (0) 4709 6900

### 08. Singapore

MS Amlin Asia Pacific Pte Ltd  
138 Market Street,  
#03-01 CapitaGreen  
Singapore  
048946

T: +65 (0)6557 0580

### 09. Hong Kong

MS Amlin Asia Pacific Pte Ltd  
27th floor, Cityplaza One,  
1111 King's Road,  
Taikoo Shing  
Hong Kong

T: +852 3468 4790





MS Amlin  
The Leadenhall Building  
122 Leadenhall Street  
London  
EC3V 4AG

Tel: +44 (0)20 7746 1000

[msamlin.com](http://msamlin.com)

© June 2019. The information contained herein is intended to be for informational purposes only and is correct at the time of printing. This brochure is not, and is not intended to be construed as, an offering of MS Amlin securities in the United States or in any other jurisdictions where such offers may be unlawful. The services and products mentioned in this brochure may not be available in the United States or in jurisdictions where Lloyd's does not have a trading license. Potential insureds should consult with an appropriately licensed broker in their area for further information.

MS Amlin Underwriting Limited is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority under reference number 204918. Registered office The Leadenhall Building, 122 Leadenhall Street, London EC3V 4AG. Registered in England Company No. 02323018.

MS Amlin Insurance SE is an Insurance company licensed by the National Bank of Belgium (NBB) under number 3092. Registered office Boulevard Roi Albert-II 37, 1030 Brussels. Company No. SE000095.

MS Amlin (MENA) Limited is regulated by the Dubai Financial Services Authority (DFSA). MS Amlin (MENA) Limited may only undertake the financial services activities that fall within the scope of its existing DFSA licence. MS Amlin (MENA) Limited's principal place of business in the DIFC is MS Amlin (MENA) Limited, Level 3, Precinct Building 2, Dubai International Financial Centre, Dubai, United Arab Emirates. P.O. Box 506929. This document is intended for Professional clients only as defined by the DFSA and no other person should act upon it.

MS Amlin Asia Pacific Pte Limited is approved by the Monetary Authority of Singapore to underwrite on behalf of the members of Syndicate 2001 at Lloyd's. Registered in Singapore No. 200711910C Registered office 138 Market Street #03-01 CapitaGreen Singapore 048946. Registered Non-Hong Kong Company 35F Central Plaza, 18 Harbour Road, Wanchai, Hong Kong Cr. F0021764