

# AN INTRODUCTION TO TRINITY BROKERS LIMITED



**INSURANCE BROKERS**

**SPECIALIST INDEPENDENT INSURANCE BROKER TO THE AVIATION INDUSTRY**

# INTRODUCTION

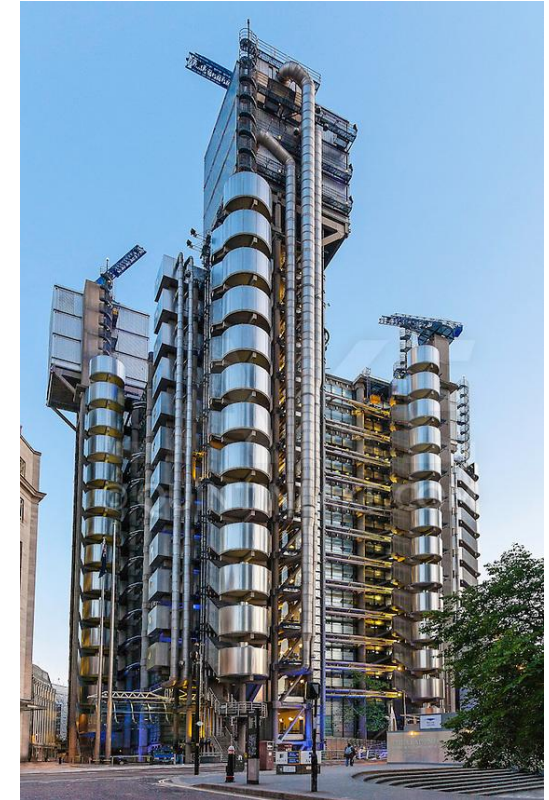


## TRINITY BROKERS LIMITED

**Trinity is a specialist independent insurance broker to the aviation industry. Based in London and situated within 100 metres of the Lloyd's building, we work with Lloyd's, London and International Underwriters to provide bespoke and highly competitive insurance programmes to airlines, operators and service providers**

**We provide a full-service aviation insurance function from representing your company to interested insurers, negotiation and placement of your policies through to delivering policy documentation, certification, claims handling and renewals**

**Our exclusive focus on aviation insurance and our in-depth knowledge of both the operational and service sectors of the industry, together with the long-standing relationships we have built over decades with the leading players in the market, means that we are able to bring you the most competitive rates for the highest levels of coverage**



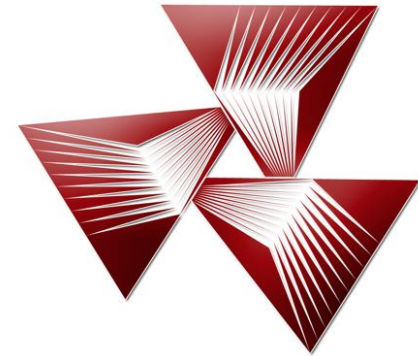
**LLOYD'S**

## UNITED EXPERTS COMPANY

In Libya, we are delighted to cooperate with United Experts Company. Established in 2010 and headquartered in Tripoli, they also maintain a branch office in Benghazi and have a diverse portfolio of business from the Oil & Gas, Contractors, Marine Transport, Engineering, Financial and Banking industries.

UEC is the product of the hard work and dedication of its founders, who can trace their heritage all the way back to the start of the insurance industry in Libya in 1966 and today serves the insurance needs of both the public and private business sectors and the reinsurance requirements of many of the leading Libyan insurance companies.

As they enter the new field of Aviation, UEC have taken the time to gain the training and knowledge as well as the contacts and support in this specialist area to ensure that they can provide first class advice and guidance to their new clients.



**United Experts Co.**

Insurance Consulting & Reinsurance Broker

# OUR CLIENTS

- **International and Domestic Airlines**
- **Corporate Jet Operators**
- **Helicopter Operators**
- **Fixed Wing Charter Operators**
- **General and Private Aviation**
- **Government and Military aircraft**
- **Airports and Ground Handlers**
- **Air Traffic Control**
- **Manufacturers**
- **Maintenance and Service Providers**



# OUR TEAM



## **MANAGING DIRECTOR: James D. Joannou**

James has held senior positions with some of the largest broking houses in the industry during the course of his 25 plus years in the aviation insurance industry, including Senior Vice President at Marsh Aviation and Partner at JLT Aerospace. With responsibility for leading service teams and managing client relationships and having worked both as a broker and an underwriter, James has detailed knowledge of the network that makes up the Lloyd's market and an in-depth understanding of the perspective from both sides of the equation. This insight and access to the network, developed through years of cultivating business relationships with key players in the market, supports our commitment to delivering excellent results for our clients

## **CLIENT SERVICE TEAM**

Made up of specialists from the aviation insurance industry, the team combines an innovative and creative approach to marketing and problem solving with attention to detail and a strong client focus that ensures excellent results are achieved always

## **CLAIMS HANDLING TEAM**

With a dedicated Claims Team based in London operating as an integral part of the business to ensure the highest levels of service at all times and a commitment to settle claims as expeditiously as possible

# OUR SERVICES



Trinity Brokers offers the following core services:

- **MARKETING AND BROKING**
- **CLAIMS HANDLING AND NEGOTIATION**
- **DOCUMENTATION AND ACCOUNTING**
- **POLICY WORDINGS AND CONTRACT REVIEW**
- **MARKET SECURITY MONITORING**

We would be happy to discuss any additional requirements that you may have.



## MARKETING AND BROKING

- **Insurance audit** – We conduct no-obligation analysis of existing insurance arrangements and provide detailed advice on areas of concern
- **Bespoke product design** – We work closely with clients to design innovative and competitive insurance solutions by:
  - developing an in-depth understanding of your business objectives
  - examining the make-up of your risk profile and/or fleet composition to assess your current and future insurance requirements
  - designing an insurance product that provides optimal coverage at the lowest market rates
- **Market representation** – We partner with our clients to optimize representation of their company and risk profile to the market
- **Best pricing** – We leverage our relationships with key insurance providers to develop tailored products to meet client requirements at highly competitive premiums

## CLAIMS HANDLING AND NEGOTIATION

- **Fast response claims processing** – We provide fast-track response times to ensure that the claims process proceeds quickly and efficiently
- **London based Claims Teams** – We ensure Claims Teams are based in London as an integral part of the business to facilitate communication lines and expedite matters with insurers, particularly in complex cases
- **Dedicated Claims Manager** – We provide customized claims handling guidelines and procedures which identify emergency response protocols and key contacts available on a 24 hour basis
- **Network of service providers** – We maintain excellent relationships with the claims department of all aviation insurers as well as all major loss adjusters and lawyers



## DOCUMENTATION AND ACCOUNTING

- **Same day certification**– We understand the importance of immediate response times to requests for certificates and other documentation and integrate this into our service delivery standards
- **Direct dispatch of documents** – We are able to fast-track appropriate certificates and documentation to interested stakeholders by direct delivery in accordance with client instructions
- **Automatic policy provisions** – We incorporate automatic provisions into policies that enables changes and modifications to be advised at convenient time, avoiding limitations on clients daily activities

## WORDINGS AND CONTRACTS

- **Wording specialists** – We ensure that experienced wordings specialists provide a bespoke service to guarantee that the broadest available coverage is provided
- **Contract assessment** – We provide our clients with professional contractual advice designed to limit unnecessary assumption of liability exposure and the potential increased costs associated with doing so
- **Direct negotiation** – We are able to engage directly with leasing companies when instructed to do so to ensure a timely conclusion of negotiations on newly leased aircraft

## MARKET SECURITY MONITORING

- **A-rated security** – We use security that is rated ‘A’ by Standard & Poor's or A.M. Best for all policies and are able to disclose to our clients the specific security utilized at the time of placing
- **Independent monitoring** – We ensure that independent Security Committees monitor market security ratings to ensure that all security used is of the highest quality

*We rely on information obtained from reliable sources and use all reasonable endeavors to protect our clients interests but are unable to guarantee solvency of any market or provide liability for financial damage or loss resulting from any solvency failure.*



**FitchRatings**  
**MOODY'S**



## WHY CHOOSE US ?

- **We offer the most competitive pricing across the aviation insurance industry**
- **We continuously monitor the market and cultivate long standing relationships with our insurance providers to ensure that our clients achieve the best rates at each renewal**
- **We provide dedicated account management in support of our commitment to develop strong business relationships with our clients**
- **We provide first class customer care, backed by comprehensive service level agreements**
- **We value the opportunity to become your broker of choice in delivering aviation insurance solutions to your business**

# CONTACT



## REGISTERED OFFICE

**Trinity Brokers Limited**  
**10 Fenchurch Avenue**  
**London EC3M 5BN**  
**United Kingdom**

**Tel: +44 20 7640 9422**

**Email: [info@trinitybrokers.co.uk](mailto:info@trinitybrokers.co.uk)**

**Incorporated in England & Wales: Company registration 8318808**  
**Appointed Representative of Tyser & Co who are authorised and regulated by the Financial Conduct Authority**

## REGISTERED OFFICE

**United Experts Company**  
**Flowers Diplomatic District**  
**Building No. 16, Airport Road**  
**Tripoli, Libya**

**Tel: +218 21 5840694**

**Email: [omaro@uec.com.ly](mailto:omaro@uec.com.ly)**

**Incorporated in Libya : Company registration 21-287**  
**authorized and regulated by the Financial ministry Authority**