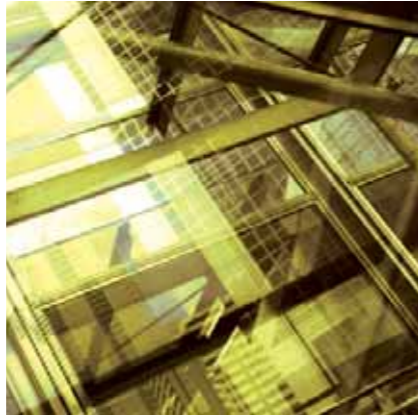


# COMMERCIAL ADVANTAGE MUTUAL BENEFIT

An introduction to AEGIS London





# ABOUT AEGIS London

**AEGIS London has come a long way since its creation in 1999. The company, whose roots lie in energy and a mutual insurance business in the US, operates the AEGIS London syndicate at Lloyd's.**

But AEGIS London covers much more than energy. In just over a decade it has diversified successfully into, among others, international casualty, war and terrorism, property, leisure, contingency and marine cargo – and is recognised as a leader in many of the markets in which it now operates.

This unique background has, in turn, resulted in a different kind of insurer and a different relationship with clients. We are known for being a 'people' business, for respecting those we work with – and operating for the mutual benefit of all involved – while resolving claims effectively.

We are proud of our roots and for the past ten years what we've done is build on them, striving to bring stability and long-term benefit to our clients while enhancing our reputation for being transparent, responsive and creative. As a company, we make no apologies for being ambitious, always looking for opportunities to bring a new, higher level of technical expertise to everything that we do. This is one of the reasons why clients stick with us.

In today's world risks are constantly evolving. AEGIS London, as a Lloyd's syndicate and as part of a long-established mutual insurance business, is able to plan effectively and manage the challenges this presents, providing continuity and security to our clients.

We are one of over 50 businesses operating within the Lloyd's market, firms of highly experienced specialist underwriters who accept risk on behalf of a range of capital providers. Together, we form one of the world's largest commercial insurance and reinsurance brands.

The breadth and depth of specialist underwriting and broking expertise, brought together under one roof at Lloyd's, underlies why we are trusted to insure the world's newest, toughest and most complex risks.

Our business comes from all over the world, to London, because of Lloyd's.

### STRENGTHS

AEGIS London is strong in certain areas because we invest in understanding them. We then take these strengths, for instance in the actuarial, engineering and catastrophe modelling disciplines, and exploit them pragmatically for the good of our clients. Our reputation is built on specialist knowledge and technical expertise, an approach we adopt in everything we do.

### BUILDING BLOCKS

The Lloyd's name may act as our calling card but it is AEGIS London's growing reputation – our aspiration to be the best – that sticks in people's minds. This reputation, of course, starts with our people. They forge and retain personal relationships with clients and teams are small so there is continuity of contact. This leads to an open culture, easy transfer of information, swift decision making and effective resolution of claims.

The way we achieve this is by hiring the best people and ensuring that they will fit with existing teams. Then it's a matter of nurturing their talent and skills, building on current capabilities and fostering long-term careers.

### LEADERSHIP CAPABILITY

Our ambition to lead and to be able to offer leadership expertise in a number of our classes of business is acknowledged by the industry in which we operate. Many team members are recognised and respected by their peer group not just from the point of view of being able to lead business, but also because of their contribution to key market forums.

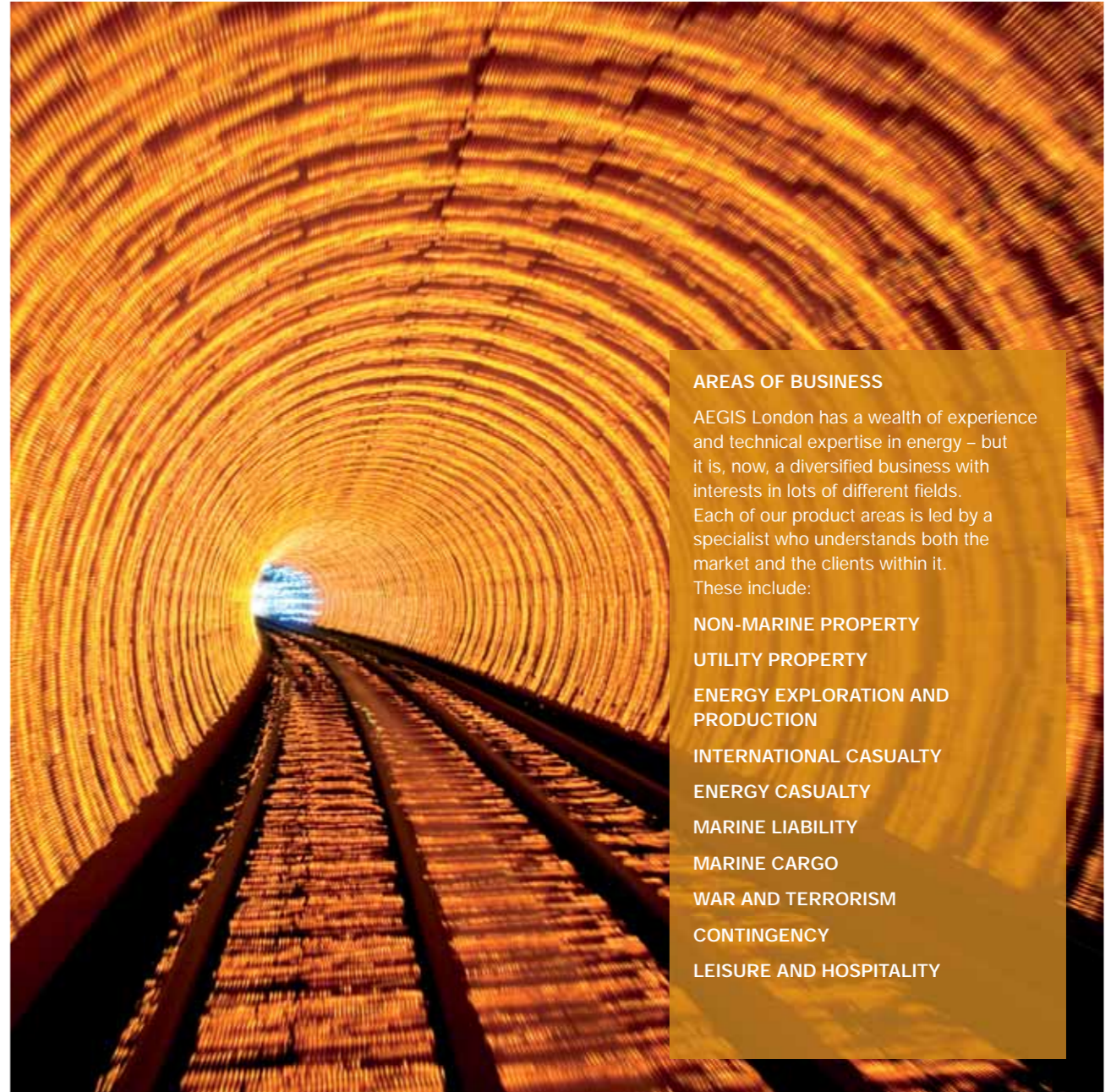
This is why we will continue to aspire to be recognised as best in class and to embrace new opportunities. We are building the business by harnessing our passion and energy for growth and success.

Our US parent provides our capital and gives us access to its expertise and resources, while still allowing us to operate independently. As a business, we really value that relationship and the long-term stability it brings.

### CORE VALUES

We are told that AEGIS London has a different atmosphere from its rivals: it's a friendly place in which to do business, but people also pick up on our energy, enthusiasm and passion. The reason for this is simple – we live to a set of core values which touch on everything that we do:

- We respect everyone we work with
- We operate for the mutual benefit of all involved
- We treat claims fairly
- We always strive to be better, challenging complacency
- We are agile
- We are committed to constant learning



### AREAS OF BUSINESS

AEGIS London has a wealth of experience and technical expertise in energy – but it is, now, a diversified business with interests in lots of different fields. Each of our product areas is led by a specialist who understands both the market and the clients within it. These include:

NON-MARINE PROPERTY

UTILITY PROPERTY

ENERGY EXPLORATION AND PRODUCTION

INTERNATIONAL CASUALTY

ENERGY CASUALTY

MARINE LIABILITY

MARINE CARGO

WAR AND TERRORISM

CONTINGENCY

LEISURE AND HOSPITALITY

# PRODUCTS AND SERVICES



## NON-MARINE PROPERTY

A flexible approach to property

AEGIS London covers a wide range of non-marine property globally, on a single peril basis or up to all risks of physical loss or damage, in the following ways:

### Open market/facultative

Coverage can be on a primary, excess of loss or quota share/full value basis. We underwrite classes from commercial real estate and hospitality to manufacturing and mining. We are also a recognised Lloyd's lead for deductible buyback products, whether for catastrophe perils or all risks, and are most effective in the mid-market sector.

### Delegated underwriting authority

Underwriting binding authorities to selected agents, via Lloyd's brokers, where they can add value by underwriting locally or delivering product lines unsuitable for facultative placement.

**For more information contact:**

[property@aegislondon.co.uk](mailto:property@aegislondon.co.uk)



## UTILITY PROPERTY

Cover from the industry specialists

AEGIS London insures against damage to all types of power stations – conventional thermal, nuclear, hydro electric and renewables – worldwide. Highlights are:

- AEGIS form and bespoke policy wording
- AEGIS London premium credit programme for AEGIS Member policyholders
- All risk policies, to include physical damage and business interruption
- Builder's risk capability with delay in start up coverage
- Cover for machinery breakdown and catastrophe perils
- Expert in-house engineering capabilities
- Global expertise
- Market leadership role/supporting underwriters in subscription markets

**For more information contact:**

[power@aegislondon.co.uk](mailto:power@aegislondon.co.uk)



## ENERGY EXPLORATION AND PRODUCTION

Expert lead in a complex class

AEGIS London provides coverage for a range of onshore and offshore exploration and production risks, plus onshore and offshore midstream risks, including:

- Fixed platforms
- Pipelines
- Mobile offshore drilling units
- Engineering and service contractor vessels
- Floating production and storage units
- Gathering systems
- Upstream processing facilities
- Terminals
- Renewables

We provide cover for physical damage, control of well (OEE), business interruption, construction and installation. We are also set up to meet the needs of integrated oil and gas companies, independent exploration and production companies, national and state-owned oil and gas companies and pipeline operators.

**For more information contact:**

[energy@aegislondon.co.uk](mailto:energy@aegislondon.co.uk)



**INTERNATIONAL CASUALTY**  
Mainstream and specialist leadership

AEGIS London is a recognised leader for public and products liability, along with associated coverages on a primary and excess of loss basis. We underwrite a wide range of liability coverages, from mainstream risks such as utilities, energy, mining, construction and manufacturing to specialist covers for leisure, retail and transport – and a host of areas in between.

We offer various forms of cover worldwide, with specialist expertise in:

- Electricity (generation, transmission and distribution)
- Energy exploration and production
- Transportation and distribution
- General manufacturing
- Oil, gas and petrochemicals
- Mining
- Renewables

Liability products for US-based energy operations can be found under Energy Casualty.

**For more information contact:**  
[casualty@aegislondon.co.uk](mailto:casualty@aegislondon.co.uk)

**ENERGY CASUALTY**  
Global expertise in energy

AEGIS London is a lead market for excess onshore casualty in the US and Canadian utility and energy sectors and offshore energy casualty worldwide.

**Onshore Energy**

We provide specialist follow form cover for AEGIS Members. For utility Members this is ordinarily excess of the AEGIS and/or EIM layers. Coverage is on a claims made/occurrence notified basis.

In addition, we are market leaders in upstream exploration and production, midstream pipeline, storage and renewable energy business. We underwrite these risks, and those for offshore, on a first excess of loss and above basis.

**Offshore Energy**

This is a global portfolio with an emphasis on the Gulf of Mexico. We underwrite offshore operators and contractors, construction risks and combined onshore/offshore packages.

Liability products for non-US based energy operations can be found under International Casualty.

**For more information contact:**  
[casualty@aegislondon.co.uk](mailto:casualty@aegislondon.co.uk)

**MARINE LIABILITY**  
Bespoke cover for the shipping industry

AEGIS London is a leader of this class in the London market, providing coverage for a number of risks, including:

- Protection and Indemnity
- Charterer's liability
- Liability to and from cargo
- Port authorities
- Salvor's liability
- Seepage and pollution
- Terminal operator's liability

The marine liability team underwrites on a subscription basis, both primary and excess liability.

**For more information contact:**  
[casualty@aegislondon.co.uk](mailto:casualty@aegislondon.co.uk)

**MARINE CARGO**  
Protecting assets the world over

AEGIS London offers coverage for these classes of Marine Cargo business:

- Aircraft spares
- Arms/ammunition/military equipment
- Bulk oil
- Excess cargo/stock
- General cargo
- Hi-tech/electronic equipment
- Pharmaceuticals/Biotech
- Project cargo and consequential loss
- Satellites (up to pre-launch only)
- Stock throughput (STP)

Our coverage is offered on a subscription basis and we provide specialised service to policyholders worldwide.

**For more information contact:**  
[cargo@aegislondon.co.uk](mailto:cargo@aegislondon.co.uk)

**WAR AND TERRORISM**  
Providing cover in an uncertain world

AEGIS London's global war coverage includes the following:

- Aviation hull war
- Aviation XS AVN 52 liabilities
- Marine war

Our terrorism coverage encompasses commercial, industrial, civic and residential buildings and structures worldwide, including:

- Buildings, contents and fine art (property damage and business interruption)
- Construction business (property damage and delay in start-up)
- Terrorism liability

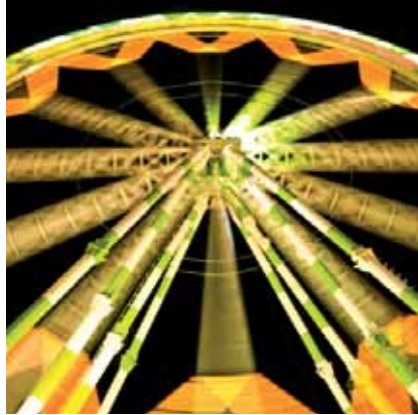
**For more information contact:**  
[warterrorism@aegislondon.co.uk](mailto:warterrorism@aegislondon.co.uk)

**CONTINGENCY**  
Specialists in non-standard risks

AEGIS London underwrites a wide range of risks within its global contingency and special risks portfolio, focusing on well managed one-off exposures. The contingency team provides bespoke or tailored policies and leads the majority of placements that we write. Our core products include:

- Event cancellation
- Non-appearance
- Prize indemnity
- Over redemption
- Adverse weather (film)
- Sports sponsorship indemnity
- Pluvius (measured weather event)

**For more information contact:**  
[contingency@aegislondon.co.uk](mailto:contingency@aegislondon.co.uk)



## LEISURE AND HOSPITALITY

Package policies tailored for the leisure industry

AEGIS London provides primary cover to a broad range of businesses within the leisure and hospitality industry. Our market leading underwriters deliver a property and liability package. The property element covers all risks of physical loss or damage to buildings and contents and can be extended to include:

- Business interruption
- Theft
- Money at the premises and in transit
- Loss of premises licence
- Goods in transit
- Stock deterioration
- Book debts
- Glass

Within the package, coverage is also given for:

- Employer's liability
- Public liability
- Product liability

We offer up to £10 million cover for both property and liability coverages.

**For more information contact:**

[leisure@aegislondon.co.uk](mailto:leisure@aegislondon.co.uk)

## NEW PRODUCTS

AEGIS London continues to look for opportunities to expand our product range to meet the changing needs of our existing clients and to bring the benefits of our unique approach to new clients. Our latest additions include:

- Accident and Health
- Property treaty reinsurance

Target classes for Accident and Health include aviation and marine crew cover and affinity group business.

The focus of our Property treaty reinsurance account is on building a catastrophe excess of loss account for international cedants. We underwrite US exposure on a selective basis.

We will continue to add new products based on our technical expertise where we believe they will be beneficial both to our clients and to our business.

### AEGIS London:

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1 Lime Street  
London EC3M 7HA

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