



Kite Warren & Wilson Ltd.



Welcome to Kite Warren & Wilson Ltd, international insurance and reinsurance brokers and at Lloyd's

KWW is based in the heart of the City, a few minutes' walk from Lloyd's of London

The Company was formed in 1999 with Marine business as its principle focus. Since then it has expanded into the Non-Marine and Energy fields and today provides a broad range of services in retail and wholesale broking.

The word "service" is at the core of all our business dealings. The Company is owned and controlled by the Directors and Employees all of whom have the same aim. We know our clients appoint us to make a difference to them, to make their businesses more competitive and to give them the comfort of knowing they are being provided with the very best in modern, competitive and secure insurance solutions. In this modern age of high speed communication we know our success depends not only on doing so with a high level of expertise, but also by being highly responsive! Our aim is to excel in all these vital respects.

Far from being weighed down by leaden-footed bureaucracy, we take pride in being light on our feet and responsive to our clients' needs.

We are authorised and regulated by The Financial Services Authority in the UK.
www.fsa.gov.uk ref. no. 304276. We are licensed Lloyd's Brokers - www.lloyds.com

Executive Management

Corporate matters such as strategy, employment, business initiatives, profitability, compliance and finance are responsibilities of the Executive Board. Within this body the founding principals are the owners of the majority of the firm's shares and each has his formal corporate, in addition to his business, responsibilities.

- Ray Kite
- Tom Wilson
- Mark Warren
- Angus Simpson
- Carl Gray





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Insurance Claims

At KWW we understand that the payment of claims is THE reason Insureds buy insurance.

The ability to handle claims swiftly and effortlessly is one of the means with which we like to showcase our “full service” approach to business. However, claims for different classes are handled in different ways. In P&I, for instance, each of the P&I specialists oversees the handling of all contentious claims affecting the clients for whom he is responsible or those where the client prefers to seek recovery through KWW rather than directly with the Club (the traditional approach).



In other business classes our claims handlers work closely with our brokers to facilitate the claim process and to ensure a satisfactory result. There is a distinction between the claims handling role of the broker in different markets. Our emphasis is on making the process, however it is dressed up, as smooth and satisfactory as possible. There is no better way to irritate a client than to underperform on his behalf in the critical area of Claims.

-  Tom Wilson
-  Mark Warren
-  Simon Smart (P&I)
-  David Cook (P&I)
-  Edward Short (H&M)
-  Mike Parton (Cargo)
-  John Brehaut
-  Romain Hémerly
-  David Turner
-  Etienne Rodier

Insurance Office Support

Our Accounts and Broker Technical Service Teams, all of which are on-site and not in a “regional office”, will produce documentation for clients within 24 hours or less in case of emergency. There will be no long, embarrassing intervals between confirmation by email and the vital paper work arriving on the client’s desk. By processing business so efficiently we can remain on top of the duty to pay underwriters promptly. By paying underwriters promptly we gain their trust and our reward is their support in giving us a trading advantage over our competitors. It’s what our friends in the USA would call a “no-brainer”!



-  Carl Gray
-  Andrew Lowe
-  Mike Colin
-  Derek Ernoult
-  Romain Hémerly
-  David Miller
-  Etienne Rodier



Kite Warren & Wilson Ltd.



Marine Insurance

KWW began trading on the back of the reputations of its founders as experts in international Hull and Energy business.

Today we have a Team who share individually the same backgrounds in the Marine market but who have brought with them essential expertise for example in geographic, linguistic, technical and other areas. We all work together sharing knowledge and creating opportunities; discovering new markets and improving insurance conditions.

Our clients come from all over the world; so do our markets. If a client has a problem we feel confident we shall be able to solve it for him by accessing the resources of countless friends around the world. We bring capacity to the table through a network of contacts. We are a stone's throw from Lloyds and other major international marine insurers, in an area that is still dominant in providing capacity and tailor-made coverage for specialist operations.

There is no type of craft with which we are not very familiar in insurance terms. There is no international insurer with whom we are not familiar. There are no mysteries to KWW in Marine Insurance and we aim to bring this spirit into the relationship with all our clients, whether they are ship owners, insurance brokers or insurance companies seeking reinsurance for their clients.

MARINE INSURANCE TEAM

- 🌐 Tom Wilson
- 🌐 Mark Warren
- 🌐 Jon Shields
- 🌐 Romain Hémary
- 🌐 Antony Berger
- 🌐 Simon Smart
- 🌐 David Cook
- 🌐 Phil Mitchell
- 🌐 Edward Short
- 🌐 Mike Parton
- 🌐 Jamie Green
- 🌐 David McAdams



Kite Warren & Wilson Ltd.

Hull & Energy

- 🌐 H&M and IV
- 🌐 Delay in Delivery
- 🌐 Mortgagee's Interest and additional perils
- 🌐 Shipyards and related risks
- 🌐 Loss of Hire
- 🌐 War and Political Risks
- 🌐 Construction Risks
- 🌐 Kidnap & Ransom
(and associated loss of revenue)

The largest single share of KWW's revenue is earned from Hull and related insurances. We serve large and small operators from all over the world with the same aim; to provide exceptional service.

While our business is global, so are our markets. Lloyd's and London's insurance companies are just around the corner but we have first class relationships with insurers throughout Europe, Scandinavia, North Africa, the Middle East and Asia and access to all North American insurers.

We pay careful attention to the quality of the security with which we place our clients' business and any signs of reluctance to pay valid claims quickly become matters of genuine concern to us. We know our business, we know our markets and we know what it takes to beat our competitors.



HULL & ENERGY TEAM

- 🌐 Tom Wilson
- 🌐 Mark Warren
- 🌐 Jon Shields
- 🌐 Romain Hémerly
- 🌐 Antony Berger
- 🌐 David Cook
- 🌐 Edward Short
- 🌐 David McAdams



Kite Warren & Wilson Ltd.

Protection And Indemnity

- P&I
- FD&D
- COFR's
- Charterers Liability
- Ship Managers' Risks
- Claims

We have a dedicated, specialist P&I team, who work not only with the International Group of P&I Clubs, but also with the various other mutuels and fixed premium providers. Our experienced team is eminently qualified to advise on the varying benefits and idiosyncracies associated with each and to arrive at the most appropriate solution to satisfy our clients' needs.

Our place in the P&I community gives our clients an advantage and a quality of service, which reflect the core values of the firm and service does not cease at the moment documents are created. We provide a full claims service, we advise on all matters of marine liability and we follow developments in the market and among legislators as if through a microscope with true attention to detail. We also find ourselves regularly and increasingly arranging Director's and Officer's covers (D&O) for our shipowner clients.



PROTECTION & INDEMNITY TEAM

- Simon Smart
- David Cook
- Phil Mitchell
- Jamie Green



Kite Warren & Wilson Ltd.

Marine Cargo

- Large/Project cargoes
- Bulk Liquid/Gas cargoes
- Mining/Refining operations
- Stock-Throughput

While Marine Liability and Hull insurers around the world are still very much bound by the terms and limitations of their Treaty Reinsurances, Cargo insurers have few such constraints. Cargo risks are therefore usually insured domestically. KWW comes into its own when someone is in search of a solution to the insurance of a risk, which is beyond the scope of a local insurer or which requires special expertise.

The nature of enquiries in this Class makes it absolutely imperative that we excel in accommodating even the most unusual requests. We achieve this through access to expertise and capacity throughout the world. Every project is unique and requires a unique or tailor-made solution.

Our Cargo team is dedicated to providing all of these and then to make sure that claims are handled effectively and speedily.



MARINE CARGO TEAM

- Tom Wilson
- Mike Parton



Kite Warren & Wilson Ltd.

Transport and Logistics Risks

- 🌐 Port Authorities
- 🌐 Stevedores
- 🌐 Freight Forwarders
- 🌐 Shipping Intermediaries
- 🌐 Terminal Operators
- 🌐 Warehouse and Depot Operators
- 🌐 NVOCC's
- 🌐 Suppliers of Maritime Services

London remains the leading Market for the insurance of liability risks. However, such are the benefits of “packaging” risks together that there are very often occasions when property and equipment, machinery breakdown, pollution, bodily injury and property damage risks can be bundled together. In these more esoteric areas it is vital to understand a client’s needs and to be able to advise impartially on how to address them. It is all too easy and too tempting just to throw everything into the same pot.

Here at KWW we have individuals who really understand our clients’ needs and who look for solutions that are not designed to maximise our revenue but rather to secure the most appropriate cover. If the package approach is the most appropriate, that will be the recommended solution. If it is not, it most definitely will not be!



TRANSPORT & LOGISTICS RISKS TEAM

- 🌐 Tom Wilson
- 🌐 Mark Warren
- 🌐 Jon Shields
- 🌐 Simon Smart
- 🌐 David Cook
- 🌐 Mike Parton
- 🌐 Edward Short



Kite Warren & Wilson Ltd.

Trucking and Structured Programs

This is an area where we excel in which few others do. It has to do more with risks and clients based in the United States than elsewhere.

We have special programs for operators with 500 or more units covering Motor Truck Cargo, Excess Auto Liability and Structured Programs.

Structured Programs are of interest mainly to large corporations and operators as a means of capping liability insurance retentions.

These are all areas in which a familiarity with both client and insurer are absolutely vital. Risks, markets, terminology, legal liability regimes, all are unique and demand an exceptional level of understanding. Where else, other than in the USA, would assureds find the freedom to insure overseas the risks associated with Workmen's Compensation, Employer's Liability, Automobile Liability, General Liability and then expect programs to convert insurances in to Finite Cost Programs? KWW provides the answer and the means with which to design and implement the solutions.



TRUCKING & STRUCTURED PROGRAMS CONTACT

 Tom Wilson



Kite Warren & Wilson Ltd.



Non-Marine Insurance





In contrast to Marine business, it is almost impossible to categorise Non-Marine business into pigeon-holes. A ship is a ship, whatever its shape, size, purpose or age. Non-Marine insurance can, by definition, cover so many disparate risks. Private individuals (Personal Accident Insurance), professionals (E&O, D&O), corporations (Property, Liability, Credit, Political Risks, Terrorism, Business Interruption, Trade Guarantee etc) and insurers (by way of reinsurance). All of these demand a different approach and different skills.

KWW has added to its core marine business the ability to respond to opportunities either from existing corporate clients or from previously untapped parts of the world.

Our Team is led by individuals who have huge experience in their field and who identify closely with the core values of KWW. They have joined us to enable us to provide a very wide range of products and therefore to satisfy the needs of all our corporate clients, professional, industrial, retail and wholesale.



NON-MARINE INSURANCE TEAM

-  Peter Hicks
-  John Brehaut
-  Tom Wilson
-  Mike Parton



Kite Warren & Wilson Ltd.

Business Classes

- 🌐 Property
- 🌐 Professional Liability
- 🌐 Engineering
- 🌐 Terrorism & Political Risks
- 🌐 Oil & Energy
- 🌐 Bonds & Credit
- 🌐 Personal Accident
- 🌐 Casualty
- 🌐 Construction
- 🌐 Contingency
- 🌐 Bloodstock & Livestock
- 🌐 Contractor's Plant & Equipment
- 🌐 Residual Value



Industry Groups

- 🌐 Petrochemical
- 🌐 Power Generation & Distribution
- 🌐 Mining
- 🌐 Telecoms
- 🌐 Paper Production
- 🌐 Tourism & Leisure
- 🌐 Associations
- 🌐 Chemical/Pharmaceutical
- 🌐 Alternative Energy, Wind and Solar power
- 🌐 Civil Engineering, Structures and Projects
- 🌐 Mineral & Metal Processing
- 🌐 Commercial Retail
- 🌐 Sports Clubs and Professional

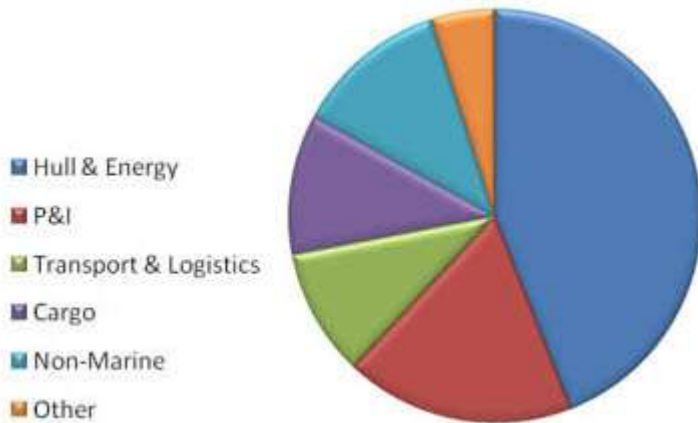




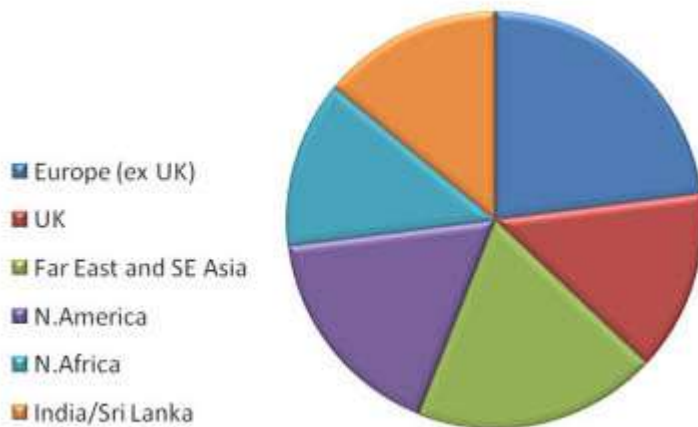
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Company Information on Kite Warren & Wilson Ltd

Business Classes



Geographical Distribution





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Contact Kite Warren & Wilson Ltd

We provide a professional, innovative and efficient service to clients all over the world from the heart of the insurance community at:

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To help plan your trip when visiting us please go to:
<http://journeyplanner.tfl.gov.uk>

