



TYSERS

YACHT INSURANCE

## ABOUT TYSERS

Founded in 1820, Tysers is a leading independent international Lloyd's broker, based at the heart of the world's premier insurance market in London. Tysers employs over 1,000 people and handles in excess of US\$3 billion of annual premiums working with leading (re)insurance markets worldwide to deliver risk solutions to a global client base.

In 2022 Tysers became a member of the AUB Group, an ASX200 listed company with a market capitalisation of A\$1.8 billion. AUB place more than AU\$4 billion in annual premiums and is the owner of Australia's largest equity-based insurance broking network, Austbrokers, as well as the SURA underwriting agencies. AUB is also the second largest insurance broking business in New Zealand.

The combination of AUB and Tysers creates a leading, international insurance broking group with a huge depth of expertise and capabilities with vast product offerings and specialisms.

Client satisfaction remains paramount to us, and our exceptional business retention rates are testament to this. From negotiating cover to claims management, our servicing teams develop close working relationships with clients, providing advice on all aspects of insurance and risk management.

- **Strong relationships**

In the market and with clients, we are respected for our specialist skills.

- **Superior client retention**

Driven by strong technical/problem solving expertise and claims service.

- **Global and Local presence**

Headquartered in the City of London with a network of regional UK offices and offices around the world.

- **Unique culture**

Centred on respect, integrity and trust for 200 years.

- **Independent**

Focused on delivering the best results for clients without short-term performance pressures.

- **Financial performance**

Delivering year-on-year growth and profitability, despite tough trading conditions.

## TYSERS YACHT INSURANCE

Our dedicated team of experienced professionals work closely with clients and leading London insurers as well as international markets; offering innovative and bespoke insurance solutions for the yacht owner and industry.

We base our approach to yacht insurance on the recognition that a yacht is an important investment for an owner both emotionally and financially.

In partnership with other specialist teams within Tysers, our added value to the client is the ability to offer a complete package including comprehensive Guest and Crew Medical Coverage, Personal Accident, Fine Art, Aviation, Marine Transportation and Kidnap & Ransom insurance.

### Product Lines include

- Agreed Value Hull and Machinery
- War Risks including Piracy
- Personal Effects and Fine Art
- Protection and Indemnity, Uninsured
- Boater, Guest and Crew Medical expenses
- Charterers Liability
- Loss of Charter Hire
- Builders Risks
- Mortgagees Interest
- Direct and Reinsurance
- Boat Clubs and Marinas
- Binding Authority Arrangements





## PRODUCTS

Our specialist yacht team are able to place a wide range of products including; Binding Authorities with a client base of thousands through to individual Superyachts valued in excess of EUR350 million.

## WORLDWIDE EXPERIENCE

With experience in placing contracts from around the globe we are able to utilise our knowledge and expertise to offer a bespoke policy to suit your insurance needs on a direct or reinsurance basis.

## SERVICE

With staffing structured to achieve a balance between broking and technical skills, we are able to offer a broad range of experienced technical resources for our clients. Supporting a strong broking force in the market and with our broking, technical and claims specialists all under one roof, we are able to work as one team to offer a full and personal service.

## MARKET RELATIONS

The Tysers Yacht team has strong relationships with both the London and international markets, providing our clients with access to 'A' rated security and ensuring competitive terms without compromising on coverage.



## OUR TEAM



**Richard Jenkins**

Director

Richard has over 38 years broking experience in the Lloyd's market. His career started in 1984 specialising in placing brown water business into the Lloyd's and company markets with the Lloyd's broker Hogg Robinson & Gardner Mountain. In 1995 Richard joined the Marine Division of RFIB Group (now Tysers). In 2005 he set up the Yacht team which is now one of the top yacht broking specialist units in the London market focusing on direct and reinsurance wholesale business and also placing/managing Yacht Binding Authorities for high volume smaller values.

**D:** +44 (0)20 7621 8324 | **M:** +44 (0)7985 159482

**E:** richard.jenkins@tysers.com



**Martin Green**

Director

Martin began his insurance career in 1988 as a marine placing technician. He then joined Crawley Waren and Co. in 1989 as a marine placing broker, focusing on a direct worldwide yacht and pleasure craft portfolio. In 2009 Martin joined Miller Insurance Services LLP where he handled the production, marketing and operation of a large portfolio of global yacht business. In 2016 Martin joined JLT and most recently headed the Marsh-JLT UK Yacht team before joining Tysers in 2021.

**M:** +44 (0)7912 670537

**E:** martin.green@tysers.com



**Jimmy Atkins**

Director

Jimmy has over 21 years experience in the insurance industry. His career started in 2002 at Lloyd's broker John Holman and Sons Limited where Jimmy successfully managed and operated a yacht Binding Authority underwriting business on behalf of numerous Lloyd's syndicates and London Yacht markets. Jimmy joined RFIB's (now Tysers) Yacht team in 2010 and specialises in the placement of Superyacht business and Binding Authorities on behalf of coverholders across the globe.

**D:** +44 (0)20 3004 2872 | **M:** +44 (0)7983 958899

**E:** jimmy.atkins@tysers.com



**Aaron Jago**  
Divisional Director

Aaron began his Insurance career in 2008 at RFIB (Now Tysers) as a placing broker, focussing on yacht hull business. In 2014, Aaron established a Marine Superyacht practice for a small independent Lloyd's broker before joining Miller Insurance Services LLP in 2017, where he led their Yacht team for negotiating and placing contracts on behalf of London and International markets. He has extensive experience handling yacht hull and machinery, professional crew and P&I risks, as well as new build superyacht construction. He has brought international business into London from locations across the USA and Europe, with a key focus on Florida and Monaco. Aaron has arranged insurance products for many of the world's largest superyachts.

**M:** + 44 (0)7423 120763  
**E:** [aaron.jago@tysers.com](mailto:aaron.jago@tysers.com)



**David Smith**  
Associate Director

David has worked in the marine insurance market for over 21 years. He joined the team in 2005, specialising in handling yacht insurance from small craft to some of the largest Superyachts in the world. Working in a Broker Back Up role, David is responsible for Market Reform Documentation production for all Lloyd's and overseas markets including direct and reinsurance. David also works in the capacity of a Broker and is experienced in marine insurance/reinsurance including Hull, Cargo, Excess of Loss, Kidnap & Ransom. David is member of the Chartered Insurance Institute.

**D:** +44 (0)20 7621 6809 | **M:** +44 (0)7946 842103  
**E:** [david.smith@tysers.com](mailto:david.smith@tysers.com)



**Gemma Summers**  
Senior Broker

Gemma joined our team in November 2014. Gemma began her insurance career in 2007 at Cooper Gay within the Superyacht team. She then moved with her team to Willis shortly after. During her 7 years at Willis Gemma regularly worked at Marina Barcelona 92 shipyard, one of the largest shipyards specialising in refit, repair and maintenance of large yachts. Gemma has over 10 years broking experience, looking after some of the worlds largest Superyachts.

**D:** +44 (0)20 7621 6828 | **M:** +44 (0)7985 161111  
**E:** [gemma.summers@tysers.com](mailto:gemma.summers@tysers.com)



**Matt Buley**  
Divisional Director

Matt embarked on his professional journey in the Superyacht Industry back in 2008. His endeavours led him to work closely with Yachts and their Owners, fostering a wide-reaching circle of clientele that included some of the most sizable yachts worldwide. He gained valuable experience during his time at Sturge Taylor & Associates and CRS Yachts, cultivating an impressive portfolio of business opportunities before transitioning from the realm of Insurance to a Yacht Sales Broker role. With a global presence, Matt has built an international clientele spanning the USA, Europe, the Middle East, and Australasia. His central focus now revolves around the realm of insurance brokerage, wherein he ensures the safeguarding of his clients' assets, along with the well-being of their crew and owners. Matt's commitment to a 'Client First' approach exemplifies his dedication to providing comprehensive coverage and a top-tier service experience. Matt Joined Tysers in 2023.

**M:** + 44 (0)7469 082671  
**E:** [matt.buley@tysers.com](mailto:matt.buley@tysers.com)



**Lettie Nice**  
Senior Broker

Lettie began her career in 2008 as a marine technician for Miller Insurance Services LLP. In 2014 she joined H W Wood as a broker/account handler focusing on cargo risks and assisting with the yacht book of business. This led to Lettie taking an interest in the yachting industry and her joining JLT in 2018 as a placing broker within their Marine Yacht team. Following the formation of Marsh-JLT Lettie became assistant vice president handling the production and operation of a large global yacht portfolio before joining Tysers in 2021.

**M:** + 44 (0)7384 430907  
**E:** [lettie.nice@tysers.com](mailto:lettie.nice@tysers.com)



**Aisling Burke**  
Broker

Aisling is a graduate with over 11 years' experience working within the insurance industry. Aisling started her career in 2012 at Cooper Gay as a back-up technician in the Marine Reinsurance division, specialising in XL and treaty business. She progressed to a broker/back-up role in 2016 working on binders across various classes of business. Aisling joined RFIB (now Tysers) in 2019 and is currently a broker within the Yacht team.

**M:** +44 (0)7984 455851  
**E:** [aisling.burke@tysers.com](mailto:aisling.burke@tysers.com)



**Sean Hussey**  
Associate Director, Claims

Sean Hussey has 27 years claims broking experience in the Lloyd's market. His career started in 1990 with Alexander Howden's. In 1997 Sean joined our Marine team, handling all aspects of marine reinsurance claims. In 2008 he took on the role of handling Direct Hull claims and then in 2010 became responsible for handling claims for the growing yacht book.

**D:** +44 (0)20 7621 8358 | **M:** +44 (0)7903 829119  
**E:** [sean.hussey@tysers.com](mailto:sean.hussey@tysers.com)



**Kevin Allmond**  
Senior Broker, Marine Claims

Kevin has over 40 years' experience handling all aspects of marine insurance claims, initially working as an average adjuster, which included 8 years in Greece.

In 2000 he came into the Lloyd's Market specialising in the handling of yacht and H&M claims.

**D:** +44 (0)203 004 2840 | **M:** +44 (0)7795 122197  
**E:** [kevin.allmond@tysers.com](mailto:kevin.allmond@tysers.com)



A member of the



71 Fenchurch Street  
London  
EC3M 4BS  
T: +44 (0)20 3037 8000  
[www.tysers.com](http://www.tysers.com)

Broker at **LLOYD'S**