



## **Kinsale Brokers Limited**

### **Company Profile**

#### **Kinsale Brokers Limited**

America House, 2 America Square, London EC3N 2LU  
Tel: +44 (0) 207 680 4141 Fax: +44 (0) 207 680 4111  
Email: [mail@kinsalebroker.com](mailto:mail@kinsalebroker.com)

Registered Office: 51 Eastcheap, London, EC3M 1JP  
Registered in England & Wales Company No. 4511174

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## **1. THE COMPANY**

Kinsale is a specialist within the Insurance and Reinsurance markets in the resolution of claims issues and the collection of outstanding balances from the markets. Kinsale is able to tailor its services to its clients needs with the aim of maximising cash flow.

Kinsale's experienced personnel pride themselves in offering a first class service to all clients, irrespective of size or location. With many years of London and international market experience, they have developed key contacts in all parts of the world. This is reflected in Kinsale's worldwide client base.

Kinsale ensures that its objectives are totally aligned with its clients by offering a remuneration package, which is dependant on success of a project.

Kinsale is accredited to Lloyds and regulated by the Financial Services Authority.

## **2. BROKER REPLACEMENT**

Kinsale offers a full broker replacement service to enable the consolidation of all books and records held by other brokers. Whether on a single or multi-broker basis, Kinsale can consolidate all files and records and undertake the 'broker of record' duties. Through this consolidation the crystallisation of outwards reinsurance assets into cash will be accelerated.

The dilution of brokers' target markets, mergers within the market, relocations and expense pressures on the 'Back-Office' have contributed towards declining service levels. This often manifests itself in 'old' or non-renewed business, both areas in which Kinsale specialises.

Broker replacement services are also offered to broking organisations that wish to streamline their own businesses. Large or small, single or multi-faceted, Kinsale is prepared to discuss any opportunities that exist.

### **3. CLAIMS COLLECTION**

#### **Technical**

Kinsale has a dedicated processing team who will process client billings, create ledger entries to enable collections to be monitored and produce documentation to enable billings to be presented to the market. Kinsale also has a specialist technical query department who will react to queries and questions received from the market.

Kinsale's bespoke reporting tools enable it to monitor both the location and status of files and postal notifications and report to its clients accordingly.

#### **Broking**

Kinsale's dedicated broking team ensures that claims are presented and adjusted quickly & efficiently. Our location in the heart of the London Insurance market ensures that Kinsale is perfectly placed to access London market reinsurers.

#### **Credit Control**

A critical role of Kinsale is to ensure that funds are collected swiftly following underwriter agreement. Kinsale's specialist credit control department ensures that clients' funds are vigorously pursued. Kinsale will use all available methods, including face-to-face meetings worldwide when required to ensure that funds are remitted.

## **4. DEBT RECOVERY**

One of Kinsale's strengths is its ability to collect insurance and reinsurance related debt. The debt recovery team has extensive experience in collecting client debt, both premiums and claims, from some of the toughest markets in the world.

The combined experience of the Kinsale team means that they are fully conversant with both the London and worldwide markets and possess a vast array of leads and contacts. Kinsale can offer a debt collection service ranging from a single transaction up to an entire portfolio of business and from a single reinsurer to an entire market.

## **5. COMMUTATION**

Kinsale has completed numerous commutations on behalf of its clients. Kinsale offer assistance at all stages of a commutation from technical analysis in preparation of commutation through to negotiation and completion of commutation discussions.

Kinsale is able to offer commutation expertise for either specific or global commutations and can also undertake commutation exercises for entire books of business.

## **6. DEBT PURCHASE**

Kinsale is aware of the immediate cash flow needs of certain clients. These clients include liquidators handling 'mature' estates, which are ripe for closure. Kinsale offers a debt purchase facility to purchase the remaining debts owing to the estate resulting in early closure and accelerated settlement to creditors.

In addition, either on a single debt or counter party basis Kinsale will consider the purchase or assignment of solvent debts and also the purchase or pursuance of written off debt.

## **7. BROKER LEDGER MANAGEMENT**

Kinsale offers a ledger reconciliation and management service on a single or multi-broker basis, which can either be achieved electronically or manually. The mergers of London brokers, the fragmented bureaux payment system within the London market and poor working methods often result in clients' funds becoming locked or lost in the system. Using knowledgeable and experienced accounting staff, Kinsale is able to identify and collect unpaid funds due to its clients.

## **8. OTHER RELATED SERVICES**

### **Partners**

Kinsale is conscious of the growing trend of companies offering a wide range of services but not having the ability or staff to sustain their clients' needs. Kinsale has therefore developed relationships with partner companies who can provide services not offered by Kinsale. Such services include run-off company management and purchase, and specialist inspection services.

### **Solvent scheme assistance**

The growing number of solvent schemes means that there is a need for counter parties to ensure they maximise their recoveries from such schemes. Kinsale is able to provide assistance to ensure that this is achieved. This can include a full review of the relationship in question.

## **9. CONTACTS**

Mr. Philip Heron – Managing Director

[phil.heron@kinsalebroker.com](mailto:phil.heron@kinsalebroker.com)

Mr. Steven Western – Chief Financial Officer

[steve.western@kinsalebroker.com](mailto:steve.western@kinsalebroker.com)

### **Technical Support**

Mr. James Beaumont

[james.Beaumont@kinsalebroker.com](mailto:james.Beaumont@kinsalebroker.com)

Mr. Simon Cairns

[simon.cairns@kinsalebroker.com](mailto:simon.cairns@kinsalebroker.com)

### **Fiduciary & Credit Control**

Ms. Jill Dunmore

[jill.Dunmore@kinsalebroker.com](mailto:jill.Dunmore@kinsalebroker.com)

Mr. Dell Fleming

[dell.fleming@kinsalebroker.com](mailto:dell.fleming@kinsalebroker.com)

### **Administration**

Mrs. Sandra Walford

[sandra.walford@kinsalebroker.com](mailto:sandra.walford@kinsalebroker.com)  
[mail@kinsalebroker.com](mailto:mail@kinsalebroker.com)

America House  
2 America Square,  
London  
EC3N 2LU

Tel: 0207 680 4141

Fax: 0207 680 4111