



TRAFALGAR MARINE TRADES COMMERCIAL MARINE INSURANCE

PERSONALLY UNDERWRITTEN FOR A BESPOKE QUOTE

HOW DOES THIS PRODUCT COMPARE TO A “STANDARD” OFFERING?

Covering a wide range of marine professionals, our policies are here to assist in situations where a claim has been made against you, as a professional, carrying out your specialist service.

WHAT ELSE DO YOU NEED TO KNOW?

- Employers' Liability
- Public & Products Liability (available as a stand-alone cover)
- Property
- Business Interruption
- Specified All Risks
- Money
- Transit
- Marine Hull

WHO QUALIFIES?

- Ship repairs liability, boat yards, moorings, storage, marine engineering
- Marinas, harbour commissioners
- Boat/yacht builders/sales/servicing and repairs
- New and second hand vessel sales, marine equipment manufacture/sales/servicing and repairs
- Riggers and sailmakers, sailing schools and training centres
- Marine retail, marine trade associated with private and pleasure craft and small commercial vessels, boat clubs, rowing clubs and sailing clubs, RYA Training Centres,

WHY DO BUSINESS WITH PEN?

Pen Underwriting (Pen) is a multi-class, multi-territory Managing General Agent (MGA).

When we set up Pen in 2014, we brought together some of the UK's best known and most respected underwriting businesses, many with decades of underwriting expertise.

From a 'super start-up' of a dozen or so brands, to a single cohesive £650m GWP business, we're setting our sights on our next milestone – with a bold new vision to become a £1bn GWP underwriting & distribution business.

Over the last six years, the businesses have integrated to form one single operation that had broad distribution and acted like an insurer, responsible for everything apart from the capital at risk.

In 2021, with the majority of the integration work done, and with Pen operating as a single business, Pen is redefining itself – not as the business it thought it might become, but as something even better – the business the market needs it to be.

Our values – IDEAS, AGILITY, CONNECTING, FULFILMENT and SOLVING – are built on strong foundations.

IDEAS

We find smart ways to make the most of opportunities

- Leveraging expertise and technology to create solutions
- Bringing new products and services to market
- Solving broker, carrier, coverholder and insured pain points

AGILITY

We are responsive people, empowered to make decisions

- Meeting Pen service standards
- Adapting products and processes quickly
- Being flexible in how we address challenges

CONNECTING

We work together to offer joined up solutions

- Being accessible to other teams
- Collaborating on initiatives across the business
- Being proactive about cross-selling opportunities

FULFILMENT

We deliver products, services, processes & infrastructure that provide a competitive advantage

- Satisfying needs of all stakeholders
- Executing work with attention to detail
- Providing a consistent customer experience

SOLVING

We focus on building our reputation as long-term partners

- Developing sustainable business practices
- Progressing our expertise, skills, and technology
- Creating solutions for the future

BUSINESS DEVELOPMENT CONTACT

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