



# CORPORATE AVIATION & AEROSPACE

Aviation Product Manufacturers,  
Airports and Aviation Service Providers...

Willis

# Defining the Willis Value Experience...

Willis constantly reviews where we can deliver value to Aviation Products Manufacturers, Airports and Aviation Service Providers. As a consequence, we have significantly enhanced many aspects of our service delivery, clearly making Willis the aviation insurance broker of choice. We call this total service approach the Willis Value Experience. Here are some of the key areas in which the Willis Value Experience delivers value to our clients:

- Market Security Appraisal
- Placement Structure Design
- Price Negotiation
- Coverage Negotiation
- Exposure Analysis
- Market Intelligence
- Contract Certainty Commitment
- Claims Management
- Client Advocacy
- Contractual Advice

## Willis Fact:

Willis Global Aviation is the largest aviation insurance broker in the world, based on market share in US Dollar premiums.

## Willis Fact:

We use our unique Willis Quality Index® to capture, analyse and share vital carrier information with our clients.



## Willis Fact:

Willis Group has thousands of clients, large and small, including many of the world's most significant airlines, airports, airport service providers, aerospace manufacturers and corporate fleets.

## Market Security Appraisal and Placement Structure Design

Aviation Products Liability is a long-term exposure. Many aviation-related accidents spend several years working their way through the legal system, before culminating in a Products Liability claim to an assured. It can then take a long time to settle the more complex liability claims. Over time, certain insurers may become insolvent or withdraw from the aviation market.

To help protect your long-term interests, Willis has a Market Security department, which constantly monitors the worldwide insurance and reinsurance markets from a financial security and service quality perspective. Willis conducts regular and extensive market security research to help identify secure competitive and flexible insurers. Furthermore, our Willis Quality Index® can assist you in determining the insurers best suited to meet your business needs.

## Price Negotiation

Having identified the most appropriate insurers for your business, Willis maximises your market leverage by marketing your risk as part of our entire aviation portfolio. The depth and breadth of our broking team's experience in this market sector, allows us to achieve highly competitive pricing through our longstanding relationships with the senior underwriting decision-makers. In addition, our electronic trading platform delivers greater transactional and process efficiencies, allowing us to react quickly and effectively to our clients' needs.

## Coverage Negotiation

Aviation Product Manufacturers, Airports and Aviation Service Providers form a specialised market sector within the aviation insurance industry. In order to meet these specific needs, the Willis Contracts Advisory Team has developed our unique modular policy wording, which is superior to the standard wordings, commonly used by our competitors. We then further tailor and enhance your policy wording to meet and exceed your individual corporate needs.

## Exposure Analysis and Market Intelligence

Willis clients derive benefit from a variety of services offered by our industry-leading "RAMS" team (Research, Analysis and Marketing Services). RAMS is our insurance information gathering and analytical team, responsible for producing bespoke reports to clients and presentations to the insurance market.



### Contract Certainty Commitment

We can provide you with a full copy of your policy wording at the date coverage incepts, and unlike some of our competitors, we do not charge you extra.

### Claims Management

Having handled many of the largest, most complex claims in the history of aviation, we use our extensive experience to protect your company's financial security, as well as its reputation. With our dedicated Aerospace claims team, we will provide you with a fast and efficient service, enabling claims to be finalised effectively and expediently. Our ability to exert influence, together with our negotiation skills are crucial to the successful outcome of our discussions with insurers on your behalf.

### Client Advocacy

The unique Willis Client Advocate® model provides you with a senior team member who manages all insurance-related aspects of your business, providing you with the full bouquet of Willis products and services.

### Contractual Advice

Willis clients have access to our specialist Contracts and Leasing team, which can offer you expert advice regarding insurance contractual issues, in order to protect your company's interests.

### Willis Fact:

Within Willis Global Aviation, our Corporate Aviation & Aerospace team is dedicated to servicing small to medium-sized airports, manufacturers and service providers.

### Willis Fact:

Willis has been negotiating aviation insurance programs for our clients for over three-quarters of a century. We regularly place liability limits up to \$2.5 Billion for its aerospace clients.

### Willis Fact:

Willis Global Aviation employs over 300 full-time aviation insurance specialists, across 28 offices worldwide.

### Willis Fact:

Willis operates a specialised and highly competitive programme for Airside risks, providing instant quotations and coverage for aviation concessionaires and contractors operating airside at airports around the U.K.

## Our positioning in the market...



# Delivering all your insurance solutions...

## Our Clients Include

Airlines	Airports	Manufacturers	Service Providers
Aeroflot	Amsterdam Schiphol	ATK Technologies	Abu Dhabi National Oil Co
Cathay Pacific	Atlanta Hartsfield	EADS	Japanese Refuellers
Continental Airlines	Australian Airports	Erickson Skycrane	Menzies Aviation
Emirates	Belfast City	Marshall Aerospace	Mitie Group
Lufthansa	Chicago O'Hare	Michelin	Serco
Monarch	Israel Airports	SAAB AV	Servisair
Singapore Airlines	JFK IAT	Sabena Technics	Swissport
Japan Airlines	Narita International Airport	MD Helicopters	Repsol
US Airways	Polish Airports	Volvo Aero AB	Worldwide Flight Services

## Willis can handle all your insurance needs

Alongside our established Aerospace expertise, Willis can offer comprehensive solutions to all your insurance and risk management requirements including but not limited to:

- Accident & Health
- Bloodstock, Livestock & Aquaculture
- Captives
- Casualty
- Construction
- Contingency Risks
- Corporate Governance
- Directors and Officers
- Employee Benefits
- Energy
- Environmental
- Errors & Omissions
- Executive Risks
- Financial Risks
- Fine Arts & Jewellery
- Insolvency
- Kidnap & Ransom
- Marine Ship-owners
- Marine Cargo
- Mergers & Acquisitions
- Non-Marine Cargo
- Personal Insurance
- Political Risk
- Product Recall
- Professional Indemnity
- Project Finance
- Property
- Reinsurance
- War & Terrorism
- Trade Credit
- Warranty and Indemnity Insurance
- Weather Risk



## Contact the Team

For more information about these, or any other services, please contact a member of the Willis Corporate Aviation and Aerospace Team.

### Willis Limited

The Willis Building  
51 Lime Street  
London, EC3M 7DQ  
United Kingdom  
Tel: +44 (0)20 3124 6000  
Fax: +44 (0)20 3124 8223

[www.willis.com](http://www.willis.com)

### Rob Milan

Corporate Aviation & Aerospace, Sales Co-ordinator  
Tel: +44 (0) 20 3124 7316 / 14 7320 7127  
Mobile: +44 (0) 75 3490 3583  
Email: [milanrj@willis.com](mailto:milanrj@willis.com)

### Ian Currey

Corporate Aviation & Aerospace, Sales Co-ordinator  
Tel: +44 (0) 14 7322 3463  
Mobile: +44 (0) 79 3129 6420  
Email: [curreyi@willis.com](mailto:curreyi@willis.com)

### Phil Elson

Corporate Aviation & Aerospace, Global Sales Leader  
Tel: +44 (0) 20 3124 7690  
Mobile: +44 (0) 79 8842 7782  
Email: [phil.elson@willis.com](mailto:phil.elson@willis.com)

### Gary Standing

Corporate Aviation & Aerospace, Practice Leader  
Tel: +44 (0) 20 3124 7690  
Mobile: +44 (0) 77 7174 7799  
Email: [standinggp@willis.com](mailto:standinggp@willis.com)

### Craig Davie

Executive Director and Aerospace Practice Leader  
Tel: +44 (0)20 3124 7321  
Mobile: Tel: +44 (0)7876 565 810  
Email: [daviec@willis.com](mailto:daviec@willis.com)

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Willis Limited, Registered number: 181116 England and Wales.  
Registered address: 51 Lime Street, London, EC3M 7DQ.  
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