



COSTERO BROKERS **OVERVIEW**



Costero Brokers Ltd.
Northern and Shell Building
9th floor, 10 Lower Thames Street
London EC3R 6EN



Broker at **LLOYD'S**

Costero Brokers is a registered company in England and Wales, registration number: 04835110.

costerobrokers.com

A MESSAGE FROM THE CEO

Lloyds's of London was established in a coffee shop over 350 years ago. Now I am not that old, but I think it's fitting that I can trace the history of Costero back to coffee with Nick Murrell in October of 2017. We had a grand plan over those coffees to build an independently minded and owned Lloyd's brokerage. Almost eight years to the date, we are humbled by the journey and the opportunity.

Costero employs 46 staff in London with an annual turnover of £9.8m. We are enjoying tremendous staff and client retention and are adding new clients on a regular basis. The future is promising, and we are excited about what lies ahead.

The global insurance marketplace will likely become increasingly challenging in 2025. Our teams of specialists are set up to handle any client need and we have had some impressive success with the most unique risks you can imagine. I am sure we will be equally tested and rise to the challenge in 2025.



Best,

A handwritten signature in blue ink, appearing to read 'John Tallarida', written over a light blue horizontal line.

John Tallarida, Chief Executive Officer

jt@costerobrokers.com

- + 37 years of experience in the insurance industry and a background in underwriting and retail brokerage
- + Began trading in the London Marketplace in 1994
- + Serves on the Board of Directors for Heffernan Group and the Council of Insurance Agents and Brokers (CIAB), an organization serving the top 100 brokers in the United States and abroad

COSTERO FAST FACTS

2017

Founded

Private

Ownership

London

HQ: UK

46

Employee Count

Global

Regions of operation

**Lloyd's
Broker**

Accredited Licensure

£9.8m

Underlying Revenue

100+ yrs

of management team
insurance industry
experience

We provide tailor-made solutions for UK, US and International clients. Our team is able to draw upon well established relationships throughout the Lloyd's, London Company and International Markets to find the most effective solutions to insurance and reinsurance needs.

MANAGEMENT TEAM



Nick Murrell

Managing Director
nick.murrell@costerobrokers.com

- + 36 years of insurance industry experience, including Caribbean, LATAM, Africa, MEA, APAC and European business
- + Hired in 2017 and Costero's first employee
- + Specializes in property, business interruption and contingent business interruption



Jamie Webb

Executive Director
jwebb@costerobrokers.com

- + 18 years of insurance industry experience – having worked in Bermuda, New York, & London
- + Formed Prospect Brokers in 2010 and was designated Insurance Day's Young Broker of the Year in 2012
- + Appointed Managing Director of Prospect in January 2015; sold to Costero in 2020



Tom Hughes

Chief Financial Officer
thughes@costerobrokers.com

- + Graduated from the University of Liverpool and began his professional career at international accountancy firm - Mazars
- + Held senior finance positions in London Insurance Market on both the distribution and broking side, including Alston Gayler, as CFO
- + Joined Costero in 2020; sits on the boards of both Costero Holdings and Costero Brokers



Jess Knowles

Director of Operations
jessica.knowles@costerobrokers.com

- + 12 years of insurance industry experience, encompassing various roles in large and small broking houses
- + Joined Costero in 2018 as employee #2, assisting in setting up licenses, policies, and procedures
- + Represents Costero on the board of our charity partner – IICF – and leads the company's ESG Committee

COMPANY OVERVIEW

TRULY INDEPENDENT

Consolidation of brokerages within London has hit record levels in the past 10 years, making Costero one of the few independent brokers in a sea of Private equity backed firms in the UK. Moreover, we plan on growing in the London market and staying Independent!

FINANCIALLY SOUND

Our financial backing comes from a large independent broker in the US in addition to individual retail brokers in the US. UK ownership is present and expected to grow over time, ultimately diluting U.S. investment.

GLOBAL MARKET ACCESS

Whilst we are a Lloyd's broker, we also have fantastic relationships with UK, European, Bermuda, U.S., and International carriers to ensure we find the best solutions available for our clients.

INNOVATIVE

We pride ourselves in finding solutions to problems and capacity issues. As, one of the top InsureTech brokers in the market, we work closely with the Lloyd's Product Innovation Facility.

SUPERIOR CLAIMS SERVICE

Costero's claims department is made up of dedicated and experienced individuals with many years of specialised insurance knowledge who focus on delivering a very high standard of performance across a wide spectrum of diverse coverages of insurance.

KEY AREAS OF SPECIALTY

[VIEW OUR WEBSITE TO LEARN MORE](#)

Our expert knowledge of these product classes, combined with our passion and dedication to completely understand our clients' business needs and circumstances, empowers us to deliver smart, cost-effective risk transfer solutions.



Property



Specialty



Cyber, Media
+ Technology



ProFin + Casualty



Crisis
Management



Facultative
+ Treaty



Marine + Cargo



UK Wholesale, Residential,
+ Designated Authorities



Credit +
Political Risk



Insurtech +
Emerging Risks



Parametric
Insurance



Binders
+ Programs



Energy +
Natural Resources