



# Brokerslink

by brokers, for brokers

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# 1. About Brokerslink

**Brokerslink is a global broking and consultancy company**, founded in 2004, based in Switzerland, that owns and manages a worldwide network of independent insurance brokers and risk specialized firms with operations in 133 countries.

Our mission is to **create value for our partners and affiliates by developing cross-border business**, providing good access to global markets, offering a unique specialized marketplace of exclusive products and facilities, developing sophisticated IT platforms to enable communication and business, sharing knowledge and organising training programs.

**The company is supported by leading global insurance carriers** with trusted business relationships that have been built throughout the years, with the continuous objective of providing our brokers with innovative and customized solutions.

# 1. About Brokerslink

Brokerslink

## Our unique structure

Brokerslink has 59 shareholders/partners from 47 countries all over the world.

Shared equity among and between Brokerslink partners creates a unity of purpose and vision which does not compromise the independence or local focus of each partner firm.

Together we own and **manage** a network of **independent brokers and risk specialized firms**.

**45,000+**



professionals

**133**



countries

**\$65+ billion**



premium & consulting fees

## 2. Our network

Retail brokers



Specialist brokers



Wholesale &  
reinsurance brokers

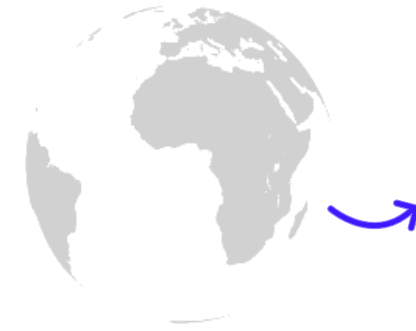


Specialist companies

- Asset valuation experts
- Business continuity planning
- Captive providers
- Claims adjusters
- Tech
- Enterprise risk management
- Legal advisors
- ERM & Risk consultants

# Retail brokers

National brokers are selected for their leading local presence and breadth of knowledge and experience. Each is independent, successful, trusted, and deeply embedded in their home market.



133 countries

## Americas

Anguilla  
Argentina  
Bahamas  
Bermuda  
Bolivia  
Brazil  
Canada  
Chile  
Colombia  
Costa Rica  
Dominican Republic  
Ecuador  
El Salvador  
Mexico  
Panama  
Peru  
Puerto Rico  
Trinidad & Tobago  
Uruguay  
USA  
US Virgin Islands  
Venezuela

## Africa

Algeria  
Angola  
Benin  
Burkina Faso  
Burundi  
Cameroon  
Central African Republic  
Comoros  
Democratic Rep. of Congo  
Egypt  
Eswatini (Swaziland)  
Ethiopia  
Gabon  
Ghana  
Guinea Bissau  
Guinea Conacry  
Ivory Coast  
Kenya  
Liberia  
Libya  
Madagascar  
Malawi  
Mali  
Morocco  
Mozambique  
Niger  
Nigeria  
Republic of Congo  
Reunion Island  
Rwanda  
Senegal  
Sierra Leone  
South Africa  
Sudan  
Tanzania  
Togo  
Tunisia  
Uganda  
Zambia  
Zimbabwe

## Asia-Pacific

Australia  
Bangladesh  
Cambodia  
China  
Hong Kong  
India  
Indonesia  
Japan  
Laos  
Macau  
Malaysia  
Myanmar  
Nepal  
New Zealand  
Pakistan  
Papua New Guinea  
Philippines  
Singapore  
South Korea  
Taiwan  
Thailand  
Vietnam

## Europe

Austria  
Azerbaijan  
Belgium  
Bosnia and Herzegovina  
Bulgaria  
Croatia  
Cyprus  
Czech Republic  
Denmark  
Finland  
France  
Georgia  
Germany  
Greece  
Hungary  
Ireland  
Israel  
Italy  
Kazakhstan  
Lithuania  
Luxembourg  
Malta  
Moldova  
Montenegro  
Netherlands  
North Macedonia  
Norway  
Poland  
Portugal  
Liechtenstein  
Romania  
Serbia  
Slovakia  
Slovenia  
Spain  
Sweden  
Switzerland  
Turkey  
Ukraine  
United Kingdom

## Middle East

Bahrain  
Jordan  
Kuwait  
Lebanon  
Oman  
Qatar  
Saudi Arabia  
UAE

## Specialist brokers



Event Cancellation,  
Liability



Kidnap & ransom



High net worth



Embedded  
microinsurance products



Marine



Surety & guarantees

## Wholesale & reinsurance brokers

Ardonagh  
Specialty



Ed.



piiq



PRICE FORBES



BESSO



Bishopsgate



Inver  
Re



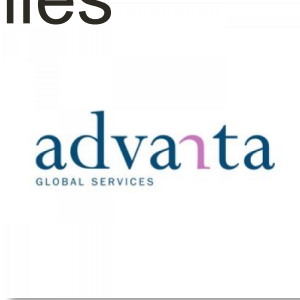
compass  
london markets



MDS  
Re  
Reinsurance  
& Risk  
Consultants



## Specialist companies



Claims adjusting and risk surveying business



Risk management services



Specialty financial consulting services



Captive services



Specialist valuation and appraisal services



Risk management solutions (analysis, loss control and implementation of risk management programmes)

## Specialist companies



Insurance dispute  
solicitors



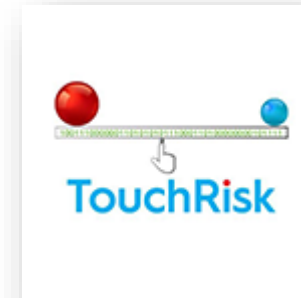
Global legal services



Captive Management



Insurance/reinsurance  
services & ART



Digital Commercial  
Insurance Solutions

## B.tech



With real digital experience expertise, Innovagency designs and builds innovative user experiences across the entire business lifecycle



A cyber security consulting firm, with pioneering cyber risk technology that makes the assessment, understanding, and management of risks easier and quicker



A highly innovative provider of data science and digital evaluation surveys that help deliver quantifiable insights and actionable recommendations



Develop IT solutions to drive forward the digitalization of business processes and data, particularly those that are used to capture, manage, store, preserve and deliver content

## B.tech



Digital Transformation,  
Digitalization, E-signatures.



Cyber Protection,  
Digital Wellness



Virtual Assistant with  
AI/ML

## 3. Our Team

### Board of Directors



**José Manuel Fonseca**  
MDS Group, Portugal  
**Brokerslink President & CEO**



**Grégory Allard**  
Filhet-Allard, France  
**Brokerslink Vice-President**



**Antony Erotocritou**  
Ardonagh Specialty, UK



**Edoardo Leusciatti**  
SRB, Switzerland



**Jamie Crystal**  
Alliant, USA



**Patrick Chan**  
Nova Risk, Hong Kong



**Stefan Müller**  
Wenger&Vieli, Switzerland



**Sunny Léons**  
Léons, Netherlands

## 3. Our Team

### Advisory Board

— Executive Board plus:



**Youness Rhallam**  
Vice-President Advisory Board  
Alpha, Morocco



**Anthony Lim**  
Acclaim Insurance  
Singapore



**Carlos Pineda**  
CyR Consultores,  
El Salvador



**Denise Nart**  
NART, Turkey



**Francisco Valdes**  
AER, Mexico



**Jorge Manuel Arias**  
Corporación Continental,  
Panama



**Laure Matueno**  
Generalia, Cameroon



**Patrick Verlinden**  
Van Dessel, Netherlands



**Roger Potts**  
Bridge, United Kingdom



**Sid Garcia**  
Trinity, Philippines

# 3. Our Team

## Regional Managers

### Africa



**François Masson**  
Africa BSI,  
Benin

### Americas



**Ariel Couto**  
MDS Brazil,  
Brazil

### Asia-Pacific



**Doosuk Kang**  
LK Insurance  
Services,  
South Korea

### Europe



**Dov Rychter**  
Léons,  
Netherlands

### Middle East



**Tatiana Akl**  
Associated Insurance  
Consultants,  
United Arab Emirates



## 3. Our Team

### Management Team



**Anne Collette**

Business Development & Partnerships



**Carla Alves**

Network Engagement & Operations



**Ana Santos**

Communication & Events



**Liliana Baptista**

Marketing & Events



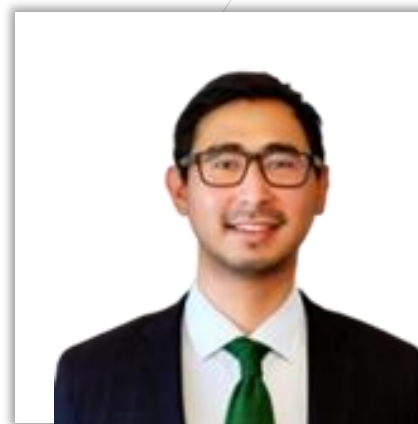
**Mélodie Álvaro**

International Business Coordinator



**Ivo Guimarães**

Data Specialist



**Roman Bembinov**

Business & Partnerships Assistant



**Mariana Carravilla**

Finance & Legal



**João Vieira**

Technology



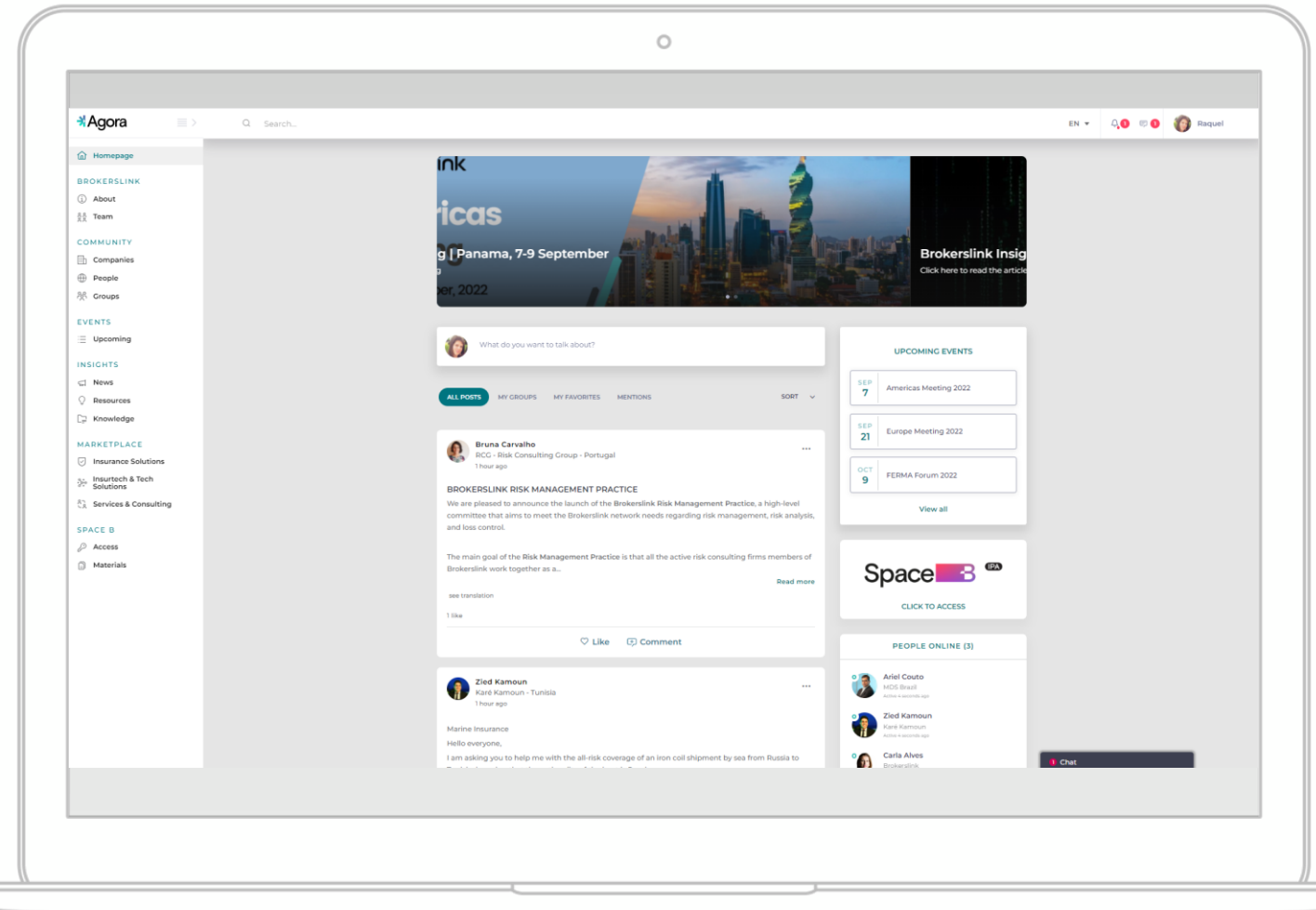
# 4. Tech tools



**Online portal** that centralizes all the information, expertise and main industries of partners and affiliates, shares knowledge and develops business opportunities within the network. It is also the **central point of communication at Brokerslink.**

Also features the online **marketplace** with dedicated insurance products and facilities.

Available in **English, French and Spanish.**



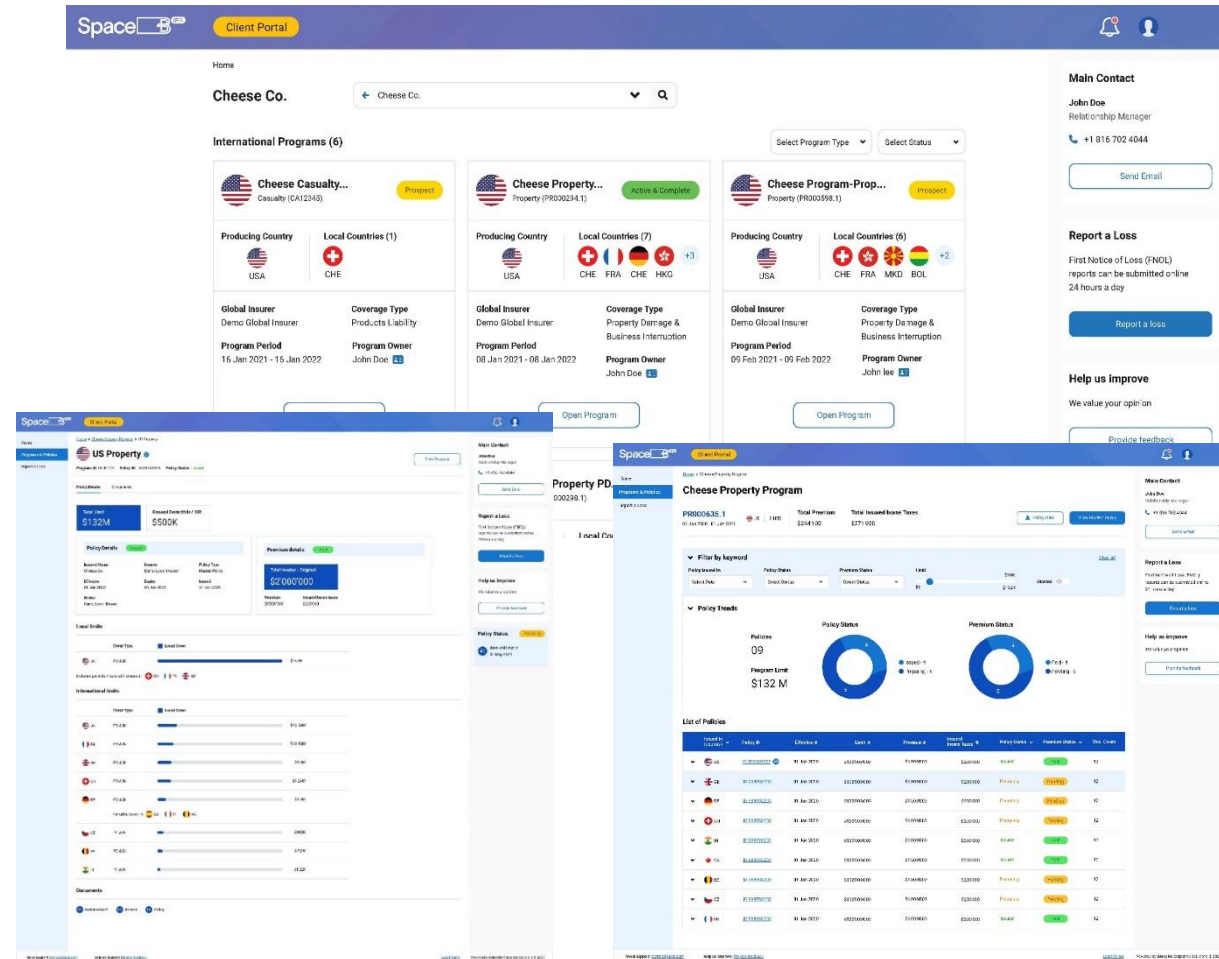
## 4. Tech tools



Space B streamlines **international program set-up, placement, administration and network orchestration**, and thereby enables brokers to manage international programs effectively.

- **Worldwide customer data collection**
- **End-to-end integration** with clients and carriers, improving operational efficiency, ensuring full compliance and data security
- Coordinated and **transparent account management** for international client companies.

We aim to optimize the way we exchange information within our network



# Brokerslink

[brokerslink.com](https://brokerslink.com)

Follow us



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c/o MJP Partners AG  
Bahnhofstrasse 20  
6300 Zug  
**Switzerland**