

### TEAM AND CULTURE

- Highly experienced people from diverse backgrounds; empowered to act
- Entrepreneurial spirit driven by performance and customer focus
- Integrated team demonstrates the best of Character and Capability
- Flat, efficient and responsive structure

### SPECIALIZED CLAIMS EXPERTISE

- Collaborative, consultative philosophy
- Adaptable to varied program structures
- Broad experience with complex, high value case resolution
- Streamlined Claims reporting

### INDUSTRY FOCUS

- Manufacturers
- Importers and Exporters
- Distributors
- Retailers
- Wholesalers
- Project cargo risks

# partner.

**IN LOCKSTEP WITH YOU,  
LONG TERM.**

### RISK MANAGEMENT

- Dedicated team to work proactively with customers, to manage their logistics exposures, throughout the supply chain, regardless of complexity or geographic location

### OUR FINANCIAL STRENGTH AND WHAT IT MEANS FOR YOU

You can count on us to:

- Take on large complex risks, long term
- Be flexible in tailoring your coverage
- Be there when you need us, paying covered claims

We are part of Berkshire Hathaway's National Indemnity group of insurance companies, consisting of National Indemnity and its affiliates, which hold financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's.

### PRODUCTS AND COVERAGE

- Marine Cargo
- Project Cargo and Delay in Start up
- Marine Liability
- Marine Subsea Equipment

### COVERAGE DESIGNED FOR YOU

- Ability to write projects with long policy periods
- Broad appetite, flexible underwriting approach
- Ability to work on standard or Manuscript wordings

## MARINE CARGO

Minimum Premium: Varies by different products

### Preferred Classes

General Cargo Goods/  
Containerised Cargoes  
Manufactured Goods  
Consumer Goods  
Equipment and Parts

### Potential Classes

Bulk Commodities  
Heavy Machinery/Equipment  
Consumer Electronics  
Mineral and Ores Coal  
Used Goods  
Automobiles  
Highly Sensitive Equipment  
Heavy Lift Shipments  
Ocean Tows

### Limited Classes

Steel and Scrap metal Shipments  
Specie Shipments  
Vaccines  
Stand Alone Storage

## PROJECT CARGO AND DELAY IN STARTUP

Minimum Premium: Varies by different products

### Preferred Classes

Power Generation  
Petrochemical, Oil and Gas  
Plants  
Sustainable Energy Project  
Heavy Industry Plants

### Potential Classes

Transportation Projects –  
Road, Rail  
Offshore Installation  
Marine Jetty and Terminal

### Limited Classes

Projects in High Risk Countries  
Projects requiring ALOP/DSU without  
proper loss control or engineering  
Stand alone DSU

## MARINE LIABILITY

Minimum Premium: Varies by different products

### Preferred Classes

Port & Terminal Liability  
(Container, Breakbulk and Bulk)  
Multi Model Transport Liability  
Freight Forwarder Liability

### Potential Classes

Pure Liquid Terminals  
Freight Services Liability  
with Enhanced Liability  
in Contracts

### Limited Classes

Huge Equipment Exposures  
P&I Liability  
Marina Operations  
Standalone Pollution Liability  
Charterers Liability  
Ship Repairer Liability  
Pure Haulage Liability  
Pure Warehouse Liability

## MARINE SUBSET EQUIPMENT

Minimum Premium: Varies by different products

### Preferred Classes

Geo-technical Equipment  
Commercial Diving Equipment  
Saturation Dive Systems  
Remotely Operated Vehicles  
Trenchers, Ploughs & ROV/Jets  
Carousels, Winches, A-Frames  
& Lay Systems  
Safety & Pollution Control  
Equipment  
ASV's & USV's

### Potential Classes

Marine Renewables  
(Tidal & Wave Energy)  
Buoys of all kinds  
(excluding Calm & SPM)  
Submarines - Tourist, Scientific  
& Leisure  
Ocean Bottom Seismic Nodes  
AUV's & Gliders

### Limited Classes

Aquaculture equipment  
(excluding pontoons)  
Seismic Streamers

## MARINE TEAM

### Julia Joes

Vice President  
Head of Marine, Asia  
+65 6675 1161  
julia.joes@bhspecialty.com

### Venny Oktaviani

Assistant Vice President  
Marine, Asia  
+65 6675 1502  
venny.oktaviani@bhspecialty.com

### Alfy Ramdzan

Associate Underwriter  
Marine, Asia  
+65 6675 1518  
alfy.ramdzan@bhspecialty.com

### Yasmin Chan

Branch Manager, Macau  
+852 3729 1306  
yasmin.chan@bhspecialty.com

### Gaithrie Nandrajog

Principal Officer, Malaysia  
+603 8408 1005  
gaithrie.nandrajog@bhspecialty.com

### Meenakshi Srinath

Vice President  
Head of Marine, Middle East  
+971 4 3816 129  
meenakshi.srinath@bhspecialty.com

## RISK MANAGEMENT

### Lewis Liem

Marine Risk Engineer, Asia Middle East  
+65 6675 1491  
lewis.liem@bhspecialty.com

### Cyril Forbes

Senior Risk Engineer, Marine  
+603 8408 1094  
cyril.forbes@bhspecialty.com

## CLAIMS TEAM

### Tim Collier

Head of Claims, Asia Middle East  
+65 6675 1492  
tim.collier@bhspecialty.com

### Sajan Baburajan

Head of First Party Claims,  
Asia Middle East  
+971 4 3816 126  
sajan.baburajan@bhspecialty.com

### Candice Au Yeung

Assistant Vice President  
Claims, Asia  
+852 3729 1320  
candice.sk.auyeung@bhspecialty.com

# BHSI

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For more information, contact [info@bhspecialty.com](mailto:info@bhspecialty.com).

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