

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 and Project cargo risks

partner.

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

PRODUCTS AND COVERAGE

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

RISK MANAGEMENT

- Organized and established to help customers manage their cargo transportation and handling risks, regardless of complexity or geographical 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.

COVERAGE DESIGNED FOR YOU

- Ability to write projects with long policy periods
- Broad appetite, flexible underwriting approach, customized wordings

BHSI E-CERTIFICATE PROGRAM

- User-friendly web-based tool
- Increases operational efficiency
- Greater Accuracy
- Lower Operational costs
- High Security
- 7 days/24 hours service

MARINE CARGO

Minimum Premium: Varies by different products

Preferred Classes	Potential Classes	Limited Classes	Undesirable Classes
General Cargo Goods/ Containerised Cargoes Manufactured Goods Consumer Goods Equipment and Parts	Bulk Commodities Heavy Machinery/ Equipment Consumer Electronics	Used Goods Automobiles Highly Sensitive Equipment Heavy Lift Shipments Ocean Tows	Steel and Scrap metal Shipments Minerals and Ores Specie Shipments Rejection Coverage

PROJECT CARGO AND DELAY IN STARTUP

Minimum Premium: Varies by different products

Preferred Classes	Potential Classes	Limited Classes	Undesirable Classes
Power Generation Petrochemical, Oil and Gas Plants Sustainable Energy Project Heavy Industry Plants	Transportation Projects – Road, Rail	Offshore Installation Marine Jetty and Terminal	Projects in High Risk Countries Projects requiring ALOP/DSU without proper loss control or engineering

MARINE LIABILITY

Minimum Premium: Varies by different products

Preferred Classes	Potential Classes	Limited Classes	Undesirable Classes
Port & Terminal Liability (Container, Breakbulk and Bulk) Multi Model Transport Liability Freight Forwarder Liability Ship Repairer Liability	Pure Liquid Terminals Freight Services Liability with Enhanced Liability in Contracts	Port & Terminal Liability with Equipment exposures Charterer Liability Pure Road Haulage Liability Pure Warehouse Liability	Huge Equipment Exposures P&I Liability Marina Operations Standalone Pollution Liability



Berkshire Hathaway Specialty Insurance Company (incorporated in Nebraska, USA) provides commercial property, casualty, healthcare professional liability, executive and professional lines, transactional liability, surety, marine, travel, programs, accident and health, medical stop loss, homeowners, and multinational insurance. The actual and final terms of coverage for all product lines may vary. In the Asia Middle East region, it underwrites on the paper of Berkshire Hathaway Specialty Insurance Company, which holds financial strength ratings of A++ from AM Best and AA+ from Standard & Poor's. Based in Boston, Berkshire Hathaway Specialty Insurance has offices in Atlanta, Boston, Chicago, Columbia, Dallas, Houston, Indianapolis, Irvine, Los Angeles, New York, Plymouth Meeting, San Francisco, San Ramon, Seattle, Stevens Point, Adelaide, Auckland, Barcelona, Brisbane, Brussels, Calgary, Cologne, Dubai (Regulated by the Dubai Financial Services Authority), Dublin, Frankfurt, Hamburg, Hong Kong, Kuala Lumpur (Licensed by Labuan FSA as a General Reinsurer - IS2016165), London, Lyon, Macau, Madrid, Manchester, Melbourne, Milan, Munich, Paris, Perth, Singapore, Stockholm, Sydney, Toronto, and Zurich.

For more information, contact info@bhspecialty.com.

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