BHSI

BERKSHIRE HATHAWAY SPECIALTY INSURANCE

Marine Overview - Asia Middle East

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

www.bhspecialty.com

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

Potential Classes
Bulk Commodities
Heavy Machinery/ Equipment
Consumer Electronics

Limited Classes
Used Goods
Automobiles
Highly Sensitive Equipment
Heavy Lift Shipments
Ocean Tows

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

Potential Classes
Transportation Projects – Road, Rail

Limited Classes
Offshore Installation
Marine Jetty and Terminal

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

Potential Classes
Pure Liquid Terminals
Freight Services Liability with Enhanced Liability in Contracts

Limited Classes
Port & Terminal Liability with Equipment exposures
Charterer Liability
Pure Road Haulage Liability
Pure Warehouse Liability

Undesirable Classes
Huge Equipment Exposures
P&I Liability
Marina Operations
Standalone Pollution Liability

BHSI

Berkshire Hathaway Specialty Insurance (www.bhspecialty.com) provides commercial property, casualty, healthcare professional liability, executive and professional lines, transactional liability, surety, marine, travel, programs, accident and health, employer stop loss, homeowners, and multinational insurance. The actual and final terms of coverage for all product lines may vary. It underwrites on the paper of Berkshire Hathaway's National Indemnity group of insurance companies, which hold 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, Dublin, Frankfurt, Hamburg, Hong Kong, Kuala Lumpur, 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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AME-04/2026-A

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