

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:

- Provide Lead terms on Preferred Classes of Business
- Take on large complex risks, long term
- Provide consistent capacity, year after year
- 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 SUBSEA EQUIPMENT

Min Premium USD 10,000 per policy for BHSI Share

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

Meenakshi Srinath

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

Alfy Ramdzan

Underwriter, Marine
+971 50 3454 180
alfy.ramdzan@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

Cheryl Tan

Head of Marine Claims,
Asia Middle East
+65 6675 1503
+65 9171 5020
cheryl.tan@bhspecialty.com

Sajan Baburajan

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

BHSI

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.

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