

2.76

983

1.156

5.267

4.014

5.72

6.645

7.896

8.67



# Marine Liability

Appetite Summary

# Marine Liability



## Who we are

Marine losses and accidents can profoundly disrupt lives, harm the environment, and damage both revenue and reputation. We safeguard the maritime industry – from shipowners and operators to shoreside businesses like port operators, shipbuilders and repairers.

Covering everyone from sole traders to multinational corporations, our Marine Liability insurance is available globally on a direct and reinsurance basis, including niche areas like Certificate of Financial

Responsibility providers. By analysing the data-rich marine and energy sectors, we deliver precision underwriting, tailored to your specific risk profile. With a broad risk appetite, a reputation for innovation, and commercial acumen, we provide meaningful capacity that puts the power back in your hands.

## Limits Offered (USD)

**50<sub>M</sub>**  
Marine Liability

**25<sub>M</sub>**  
Ports Property

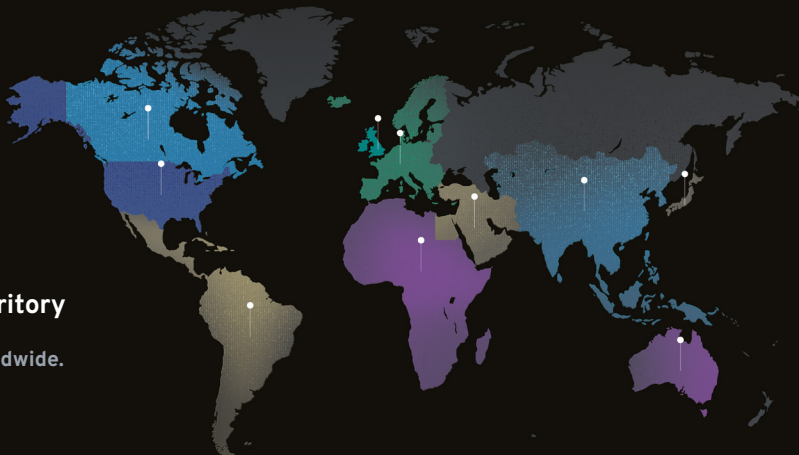
## Attachment

Primary Layers

Excess Layers

## Territory

Worldwide.



## Why Choose Us

- Worldwide primary lead underwriting appetite and capability that challenges traditional market carriers
- Experienced, senior underwriters
- Market leading service levels
- Technical capability and empowered underwriting decisions
- Active client engagement and the ability to travel
- Long – Term strategic Underwriting approach
- Consistent underwriting supported by data & analytics
- Single central and nimble underwriting platform
- Broad appetite spectrum and underwriters with established market reputation
- Client focused – we have strong client and broker relationships

## Appetite

Broad spectrum of Marine & Energy Liabilities including but not limited to: Shipowners, Ship Charterers, Cargo Owners, Commodity Traders, Shoreside Industries, Port Authorities, Terminal Operators, Bulk Terminals, Liquid Terminals, Container Terminals, Multi-Purpose

## Products

### Marine Liabilities:

Protection & Indemnity, Charters Legal Liability, Traders Liability, Cargo Owners Legal Liability, Reinsurance of International Group, Reinsurance of Fixed Premium P&I, Pollution, Shiprepair / Ship Builders, Products Liability, Bunkering Liability - bunker traders, Marine Construction, Cable Lays, Salvors, Marine Employers Liability, Marine General Liability, Marine Umbrella, Social Responsibility, Cofr Reinsurance

### Ports & Terminals Physical Damage:

Ports Packages, Property Damage, Handling Equipment, Business Interruption, Cat & Non Cat exposures, Port Craft, Landlord & Operational

## Our Underwriting Team



**Ed Wallis**  
HEAD OF CASUALTY



**James Power**  
HEAD OF MARINE  
AND ENERGY



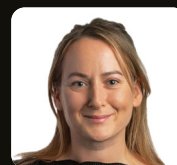
**Allie Tonna**  
UNDERWRITER



**Ben Humphreys**  
UNDERWRITER



**Jena Hinge**  
UNDERWRITER



**Emily Powell**  
UNDERWRITER



**Anthony Sa'id**  
LEAD PRICING  
ACTUARY





# Our Claims Promise



## Claims Experience

Valuable insights from claims data often lie buried and untouched in thousands of reports and surveys. We prioritise transforming this vast amount of information into actionable knowledge in our bespoke D&A and MI platforms.

By analysing past claims data to identify trends and pinpoint the root causes of losses, we can develop preventative strategies and improve future underwriting decisions.

It also enables us to tell better stories about preventative technologies, and develop deeper risk management solutions that are innovative, unique and reflect Claims' critical position as the core of our business.

## Claims Team



**Steve Agutter**  
HEAD OF CLAIMS



**Penny Wood Hill**  
HEAD OF CASUALTY CLAIMS



**Jade Watt**  
CLAIMS ANALYST

“

**Claims are an integral part of everything we do. We embed ourselves deeply within each line of business, understanding our clients' challenges from the inside out. This allows us to deliver proactive, data-driven solutions that go beyond the standard to better anticipate our brokers and clients needs.”**

Steve Agutter  
HEAD OF CLAIMS

## Our Culture

### Relationships

Refreshingly human communication, transparent at every step.



### Decisive

A dedicated point person empowered with authority to make decisions.



### Leadership

Technical expertise to 'rally the market' pushing the industry forward.



### Creative

Disrupting the market by seeking bold solutions.



### Visible

Claims at the forefront, a calming presence to support you and your business.



### Analytical

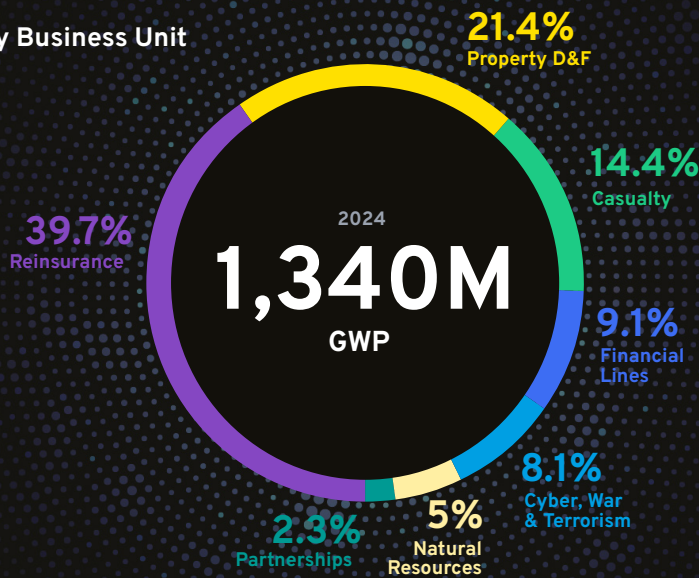
Leaning on our insights and learning from losses.



# Underwriting Performance

Our premium originates from six business units. In 2024 we added a seventh unit called Partnerships. Our ambition is to work with a limited number of aligned partners to create substantial, scalable portfolios to sit alongside our open market underwriting.

## GWP by Business Unit



## Our Core Principles

We focus on lines where:



We have leading underwriting and claims capability



There are high average premiums and a low policy count



Claims frequency is low and severity is high

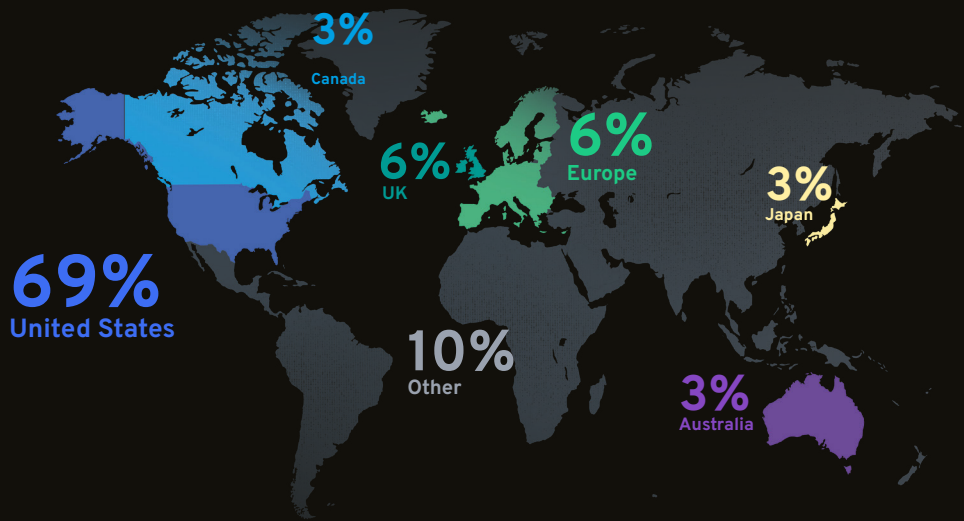


Good underwriters consistently outperform

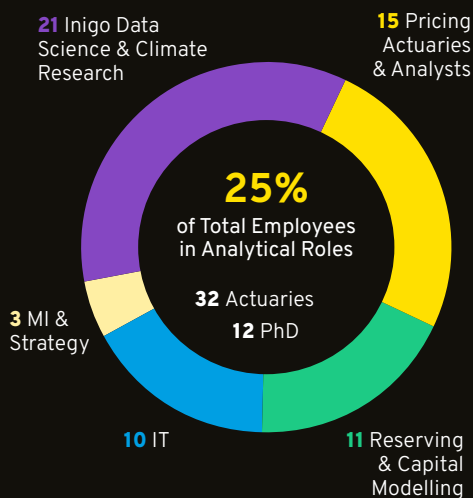


Data and analytics can make a material difference

## Geographic Breakdown by GWP



## Data Obsessed



## Our Data & Analytics Advantage



Data Collection and Augmentation



Proprietary Modelling



Custom Underwriting Workbench

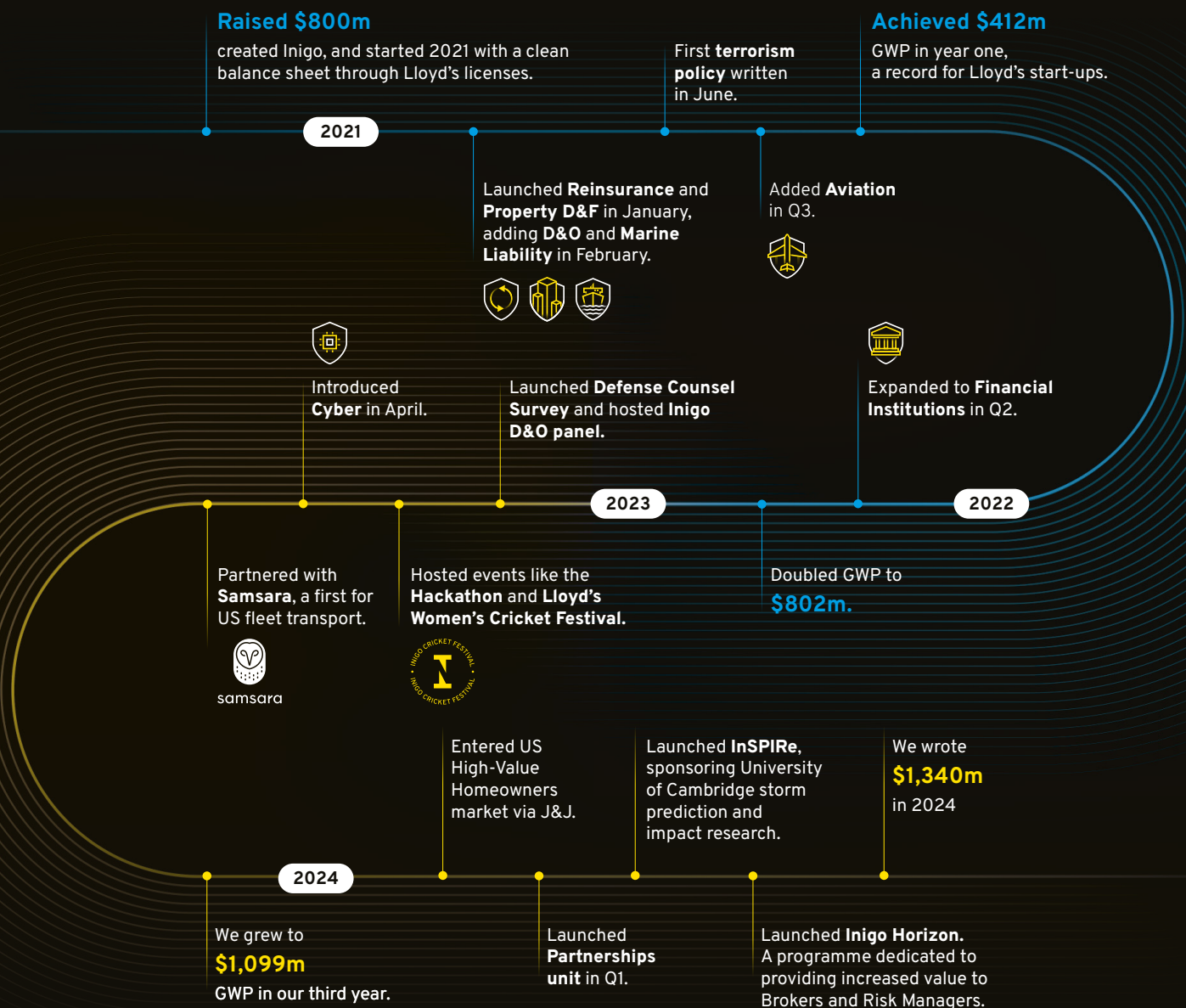


Portfolio Optimisation



Shareable Client Insights

# Our Start Up Journey



## Our Values

### Get smart

We ask questions, explore, learn and continuously strive for excellence.



### Park the ego

We are welcoming and open, and embrace different thinking.



### Share the passion

We collaborate and communicate our expertise honestly and thoughtfully.



### Radical simplicity

We are transparent, focused and actively avoid complexity in how we operate



