

A black and white photograph of a large ship's hull. A thick metal chain is attached to a ring on the right side of the hull. A small opening in the hull is spraying water downwards. The background shows a calm sea and distant hills under a bright sky.

Marine

Creative solutions for
challenging and complex risks

AMWINS[®]

GLOBAL RISKS

CARGO & STOCK
THROUGHPUT

WAR & PIRACY

PROTECTION &
INDEMNITY

HULL &
MACHINERY

MARINE LIABILITY

PORTS &
TERMINALS



More than just good service

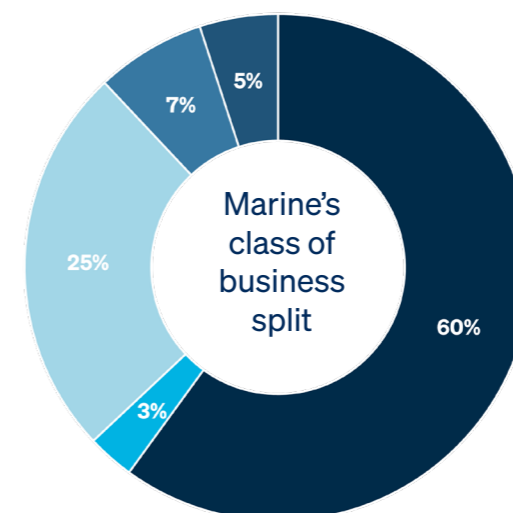
Our Marine team go the extra nautical mile!

Expertise, global reach and personalised service are standard. We top that with a claims service that ensures our clients feel valued from first advice to final settlement. We understand the importance of minimising the inconvenience of a claim and will turn around the collection as swiftly as we can.

The Amwins Global Risks Marine team was established in 2006 and has years of experience across the board. With the backing of Amwins Group – the largest wholesale broker in the world – we have the strength and scope to place all your marine risks, around the globe.

Amwins Global Risks is a top 10 contributor at Lloyd's, placing US\$1.1 billion into the Lloyd's Market (3% of all Lloyd's premium).

- Cargo STP
- Hull
- Liabilities
- Ports & Terminals
- Programmes



2010 – 2012



International Debut

- 2010 – Amwins first enters London and International Markets via the acquisition of Colemont
- 2012 – Amwins partners with THB to fully commit to the London market

2013 – 2018



Focus on Sales

- 2014 – Reached \$1bn of premium
- 2018 – Reached \$2bn of premium
- Amwins US volume to AGR grows from \$40m to \$500m

2019 – 2023



Build a Platform

- 2019 – Named Broker of the Year
- Rebranded to Amwins Global Risks
- New offices at 22 Bishopsgate
- Creating a powerful culture
- Significant investment in data, technology, and operations talent

2023 – 2150



2023 Onwards

- Focus on recruitment – Marine, Professional, Casualty, International, Binders + more
- Acquisition of Roberts Armytage and Partners
- Out performance in property
- Launch Amwins Amplify
- Enhance the platform
- Increased alignment with Amwins group



The power of Amwins Global Risks working for you

\$2.8 billion+

2023 premium income

#1

Largest independent wholesale broker in Lloyd's

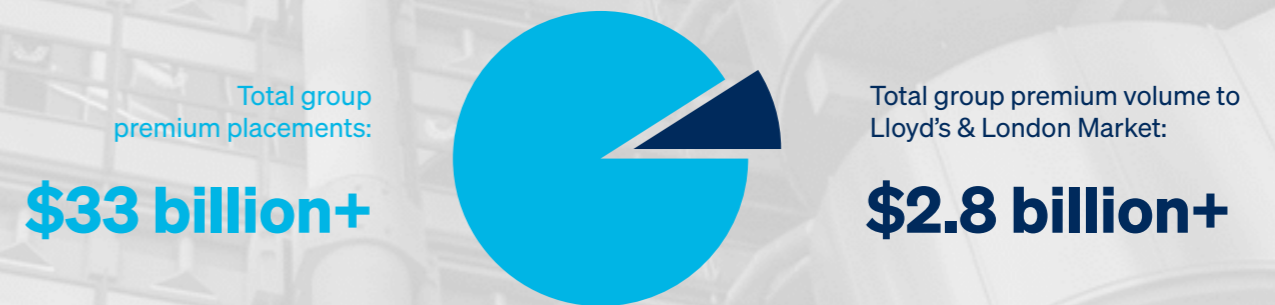
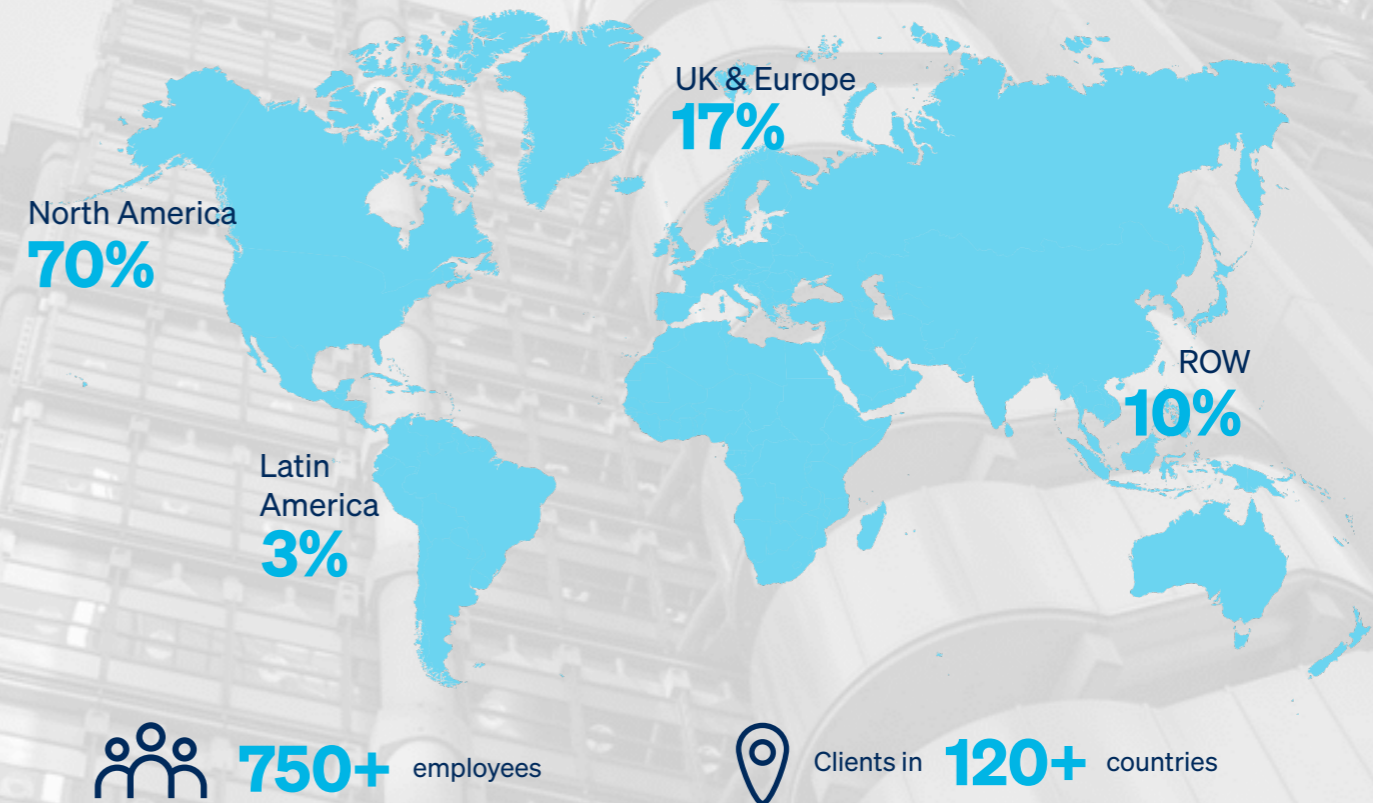
Top 10

Global reinsurance intermediary

\$5 billion+

Total claims handled in the past five years by our award-winning Claims team

Amwins Global Risks premium income by territory



Amwins represents:

4.5% Of all Lloyd's premium

13% Of all Lloyd's E&S US premium

TOP 10 Lloyd's contributor



Cargo & Stock Throughput

Whenever there is a movement of goods, commercial terms of trade impose requirements for cargo insurance. Such insurance should be tailored to fit the operation of the Insured, whether it be a straightforward transit from warehouse to warehouse, or a more complex import, production, storage and distribution risk.

We offer a broad range of products both from Lloyd's, London Market Companies and specialist insurers in the European, Far East and American markets to cater for the exposures faced by importers, exporters, wholesalers, distributors and manufacturers world-wide. Amwins Global Risks Marine has extensive experience and technical knowledge when it comes to providing customised solutions in a number of specialist areas of the industry.

At any one time, we have a number of comprehensively worded, high limit, market-leading programmes in place which enable us to quickly provide premium indications and to incept cover at short notice.

Products

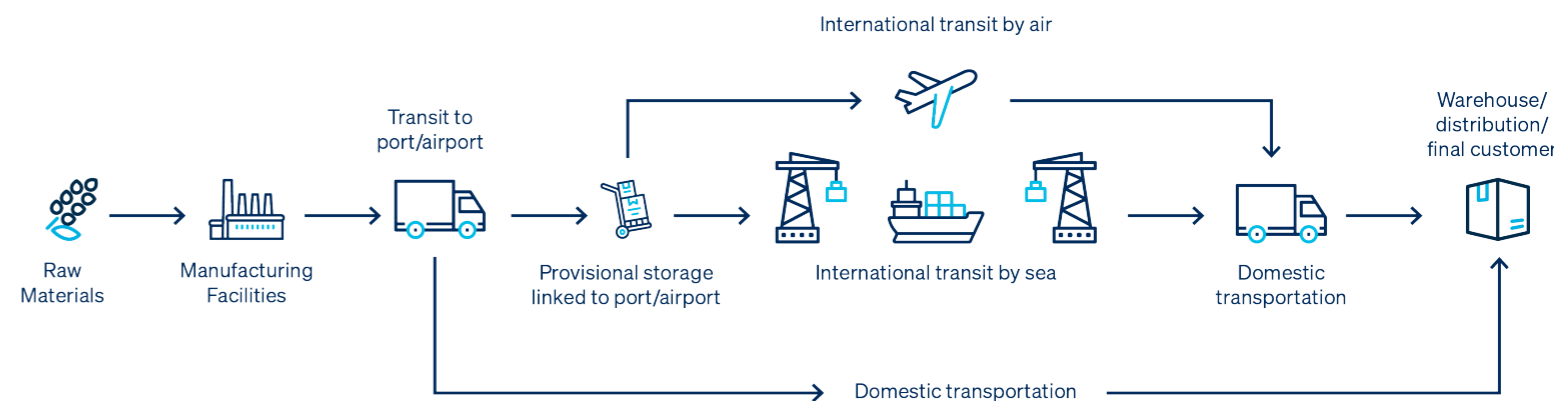
- Transit only (including facultative shipments, project cargo and Delayed Start-Up)
- Primary standalone stock
- Excess Stock
- Stock Throughput
- Subsea Equipment

What is stock throughput?

A single policy which combines inland transits, international transits and stock on an 'All Risks' basis which can cover raw materials, risks under process (subject to a process clause) as well as finished goods.

Key benefits

- **Lower stock deductibles:** Deductibles for storage are generally lower in the cargo market than the non-marine market and work on a dollar basis rather than percentage basis for CAT perils
- **More competitive premium:** Whilst this is largely dependent on how much premium credit non-marine underwriters give for the removal of stock, the Cargo market remains a highly competitive place to secure the best possible terms for you and your clients
- **Everything 'under one roof':** Having a single policy for stock and transit exposure eliminates potential gaps in cover as well as duplication and results in less overall administration for processing, accounting and claims
- **'Selling Price' basis of valuation:** Outgoing transits and stock will generally be covered at 'selling price' which takes profit into account. This will reduce business interruption exposure on separate non-marine placements
- **Less capacity required on non-marine placements:** removing the stock element usually results in less capacity/limit being required for the non-marine placement which should result in the placement being easier to complete





Hull & Machinery

Our team has an ever-growing portfolio of both Owners and Insurers spanning the globe. For many years this has been a fiercely competitive market - now as Amwins Global Risks, with new markets and a worldwide network of marine specialists, we believe we offer an enhanced service to provide the best coverage at the most competitive pricing in the continually expanding Hull and Machinery market.

Specialist areas

- Hull and Machinery
- Increased Value/Disbursements
- Loss of Charter Hire
- Voyage/Towage
- Break Up Risks
- Mortgagees Interest
- Freight Interest
- Builder's Risks/Construction
- War and Piracy



Protection & Indemnity

Though originating over 150 years ago to pool areas of risk not covered by early marine underwriters, P&I Clubs are now governed by the same rules and regulations as the commercial insurers and so are far more transparent in their approach to underwriting. We make it our business to keep our clients advised of market trends in both the mutual and commercial market, so that they can make informed and timely decisions - keeping them ahead of their competitors.

With a wide range of experience within our P&I team, much of it gained in overseas offices, we believe we are recognised by the P&I Insurers as one of the stronger and more active brokers in the market.

Coverages include

- Protection and Indemnity
- Charterer's Liability
- Freight Demurrage & Defence
- COFR
- Bunker/CLC Blue Card
- Specialist Operations/Offshore





Marine Liability

As societies worldwide become increasingly litigious, our clients have to assume additional contractual liabilities on a regular basis which often require increased limits, as well as far more complex coverage issues than ever before. Our liability experts tailor both primary and excess policies on a regular basis for a wide range of operators, from all areas of the maritime industry.

Specialist areas

- Marine General Liability
- Ship Repairer's Liability
- Marina Operator's Liability
- Underwater and Over-Side Equipment
- Specialist Operations
- Offshore Operations
- Marine Employer's Liability (US Jones Act)
- Stevedores' Liability
- Errors & Omissions
- Warehouseman's Liability



Ports & Terminals

We have a loyal and wide-ranging book of clients in this class of business. Each one presents a different risk profile and we assess and tailor coverages accordingly.

Providing each and every client with the best cover, from the strongest Insurers at the most competitive pricing levels is always our aim. Our portfolio ranges from Terminal Operators, Port Authorities, Ship Agents, Warehouse and Transport Operators right through to Logistic Operations, Freight Forwarders and NVOCCs.

Coverages include

- Physical damage to port property - buildings, cranes, handling equipment
- Loss of/or damage to cargo under our client's care, custody and control
- Loss of/or damage to owned or leased cargo handling equipment
- Liability to third parties for property damage, injury, death or disease
- Port Authorities' property and liability arising from regulatory breaches
- Business Interruption and blockage of ports and channels
- Professional Indemnity covering negligent acts or omissions of staff

Amwins Global Risks is the international division of Amwins, the largest specialty wholesale distributor in the world, placing more than \$33bn in annual premium. We place over \$2.8bn of that premium, bringing the market muscle and global reach required to find solutions for the most complex risks. With over 750 employees around the world, and a global footprint across more than 120 countries, we've cemented our place as a top 10 contributor to Lloyd's. We're one of the largest independent brokers – and the largest binding authority broker – in the London Market.

Visit amwingslobalrisks.com for more information.



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