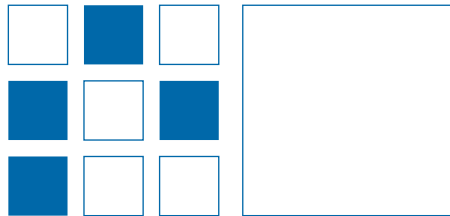


Marine Hull/P&I and Liabilities



The maritime industry stretches over the whole world, quite literally, and encompasses a huge variety of different activities: tankers, gas carriers, container vessels, cruise liners, bulk carriers, ferries, dredgers, oil field support vessels, tugs, barges to name a few.

As dedicated hull brokers, we not only look after the routine Hull and Machinery, but also handle, for most of our clients, their Increased Value (Disbursements) coverage, War Risks, Protection & Indemnity (P&I), Liability and Loss of Hire policies. In many cases we also arrange other specialised insurances to complement their activities, filling gaps not available from routine Hull or P&I insurers.

We work with our P&I colleagues and Owners to ensure that the Hull and P&I coverage is perfectly dovetailed and are happy to ensure that collision liabilities are covered in whichever market provides the best solution for Owners.

We structure ourselves in the most efficient manner providing the client with the best-in-front resources to meet their precise service requirements.

Albeit our products may appear to be fairly standard forms of insurance, the tailoring of coverage to fit the client, devising the appropriate insurance package, and then finding support for this from the right underwriters requires skill and understanding of our clients' businesses. We are highly devoted to our clients and recognise that shipping is a 24 hours a day business.

Additionally, each of our clients knows who their particular claims negotiator will be, and can call upon them at any time.

Protection & Indemnity

P&I risks are insured principally through the P&I clubs, most of which are party to an agreement which, whilst currently benefiting from an exemption from EU competition rules, restricts the natural competitive forces which regulate commercial insurance markets. The International Group Agreement, the Pooling Agreement and the P&I Group Excess Loss Reinsurance Contract, are complicated. We can help our clients' understanding by offering an informed view of a market that is both unique and complex.

We are committed to providing ideas and advice, innovative approaches to business problems and solutions to the legal issues to which our clients are exposed. We monitor the performance of clubs, track their strengths and weaknesses and analyse their performance using the depth of knowledge available within Marsh.

Through the exercise of our marketing skills and technical expertise, we are able to generate competition and create opportunities for our clients and make the clubs more responsive to their needs.

Liability

In the modern litigious world, no organisation can trade without proper protection of its liability exposures. This requires insurance cover for real exposures as well as those from the mischievous litigant. To respond to this, we frequently work with our clients to provide manuscripted policies that will afford certainty of coverage.

We look after the insurance needs of the many different activities that our clients engage in, including bunkering operations, cargo ownership, chartering, classification societies, marine contracting, port ownership or operations, ship owning (for special or excess liabilities), ship managing, shipping agents, ship broking, ship repairing, stevedoring, terminal operating, wharfingering etc.

For further information please contact the Global Marine and Energy Practice:

www.marsh.com

The information contained in this publication provides only a general overview of subjects covered, is not intended to be taken as advice regarding any individual situation and should not be relied upon as such. Insureds should consult their insurance and legal advisors regarding specific coverage issues.

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