



BHSI TEAM & 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

partner.

IN LOCKSTEP WITH
YOU, LONG TERM.

OUR FINANCIAL STRENGTH AND WHAT IT MEANS FOR YOU

You can count on us to:

- Take on large complex risks, long term
- Provide consistent capacity, year after year; up to USD 100M capacity
- 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 & COVERAGE

- Marine Cargo
- Project Cargo and Delay in Start up
- Marine Liability

COVERAGE DESIGNED FOR YOU

- Ability to write projects with long policy periods
- Broad appetite, flexible underwriting approach, customized wordings

RISK MANAGEMENT

- Organized and established to help customers manage their cargo transportation and handling risks, regardless of complexity or geographical location.

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

Berkshire Hathaway Specialty Insurance Company (incorporated in Nebraska, USA) provides commercial property, casualty, healthcare professional liability, executive and professional lines, surety, travel, programs, accident and health, medical stop loss, and homeowners 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, Houston, Indianapolis, Irvine, Los Angeles, New York, San Francisco, San Ramon, Seattle, Stevens Point, Adelaide, Auckland, Brisbane, Cologne, Dubai, Dublin, Hong Kong, Kuala Lumpur, London, Macau, Madrid, Melbourne, Munich, Paris, Perth, Singapore, Sydney and Toronto.

For more information, contact info@bhspecialty.com.

The information contained herein is for general informational purposes only and does not constitute an offer to sell or a solicitation of an offer to buy any product or service. Any description set forth herein does not include all policy terms, conditions and exclusions. Please refer to the actual policy for complete details of coverage and exclusions.

ASIA-07/20-A

MARINE TEAM

Julia Joes

*Vice President
Head of Marine, Asia*
+65 6675 1161
julia.joes@bhspecialty.com

Venny Oktaviani

*Senior Regional Underwriter
Marine, Asia*
+65 6675 1502
venny.oktaviani@bhspecialty.com

Joyce Fung

*Assistant Vice President
Marine, Asia*
+852 3729 1351
joyce.fung@bhspecialty.com

Yasmin Chan

Branch Manager, Macau
+852 3729 1306
yasmin.chan@bhspecialty.com

Gaithrie Nandrajog

Principal Officer, Malaysia
+603 8408 1005
gaithrie.nandrajog@bhspecialty.com

Meenakshi Srinath

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

Aurelien Sauty

*Senior Underwriter
Marine, Middle East*
+971 4 3816 124
aurelien.sauty@bhspecialty.com

RISK MANAGEMENT

Lewis Liem

Marine Risk Engineer, Asia Middle East
+65 6675 1491
lewis.liem@bhspecialty.com

CLAIMS TEAM

Tim Collier

Head of Claims, Asia Middle East
+65 6675 1492
tim.collier@bhspecialty.com

John Lewis

*Head of Claims, Middle East
Head of First Party Claims, Asia Middle East*
+971 4 3816 113
john.lewis@bhspecialty.com

Lucy Loh

*Assistant Vice President
Claims, Asia*
+65 6675 1474
lucy.loh@bhspecialty.com



**Berkshire Hathaway
Specialty Insurance**