

BARBICAN PROTECT –
AN INTRODUCTION TO
OUR MARINE CARGO
& FREIGHT LIABILITY
PROPOSITION



Delivering 3D Thinking

With greater economic and political uncertainty, a change in risk landscape from emerging risks and increasing regulatory pressures, clients are demanding stronger insight from their insurers. Many insurance companies continue to apply a 'one size fits all' approach, rather than understanding their brokers and clients' needs; often removing the 'human' element in favour of greater automation.

Barbican Protect (BPL) offers a different approach by continuing to enhance and develop its expertise within its chosen industry sectors sharing that knowledge with its brokers to win more business. The team at BPL continue to listen and talk to brokers around the UK, to understand what support and relationship they want.

The success of BPL's proposition, as an MGA, centres on making a difference to brokers' businesses along with delivering sustainable profitability for its carriers. Barbican Protect operates in a crowded market place and has **three key advantages** which sets it apart from its competitors.

1 We have greater depth of insight and understanding of our brokers' markets.

Our experienced underwriters are flexible, responsive, and look to work with brokers to win business. We offer direct access to our underwriting team to make the time from initial quote to firm order as speedy as possible.

2 We have a flexible, agile and dynamic approach to avoid a 'one size fits all' solution.

Our sector specific approach gives us deeper insight and technical expertise in the areas we operate – translating into practical, finely tuned cover for our clients, whether it's a professional lines policy for an accounting firm, or a slip and trip policy for a fitness centre.

It also means we are closely aligned with the way brokers work and able to provide the support they need to win clients.

3 We have an absolute dedication to work with our brokers to secure long-term profitable relationships.

We want to build long-term, productive relationships with brokers. The more face-to-face time we can spend with them to understand their client needs, the more value we can add.

Making a difference

1

ACCESS TO AN EXPERIENCED, DECISION MAKING TEAM OF UNDERWRITERS



2

A DRIVEN APPROACH TO HELPING YOU WIN MORE BUSINESS



3

COMPETITIVELY PRICED, CLEARLY STRUCTURED SOLUTIONS



4

CLAIMS AND RISK MANAGEMENT



5

A FOCUSED, INFORMED RELATIONSHIP WITH YOU



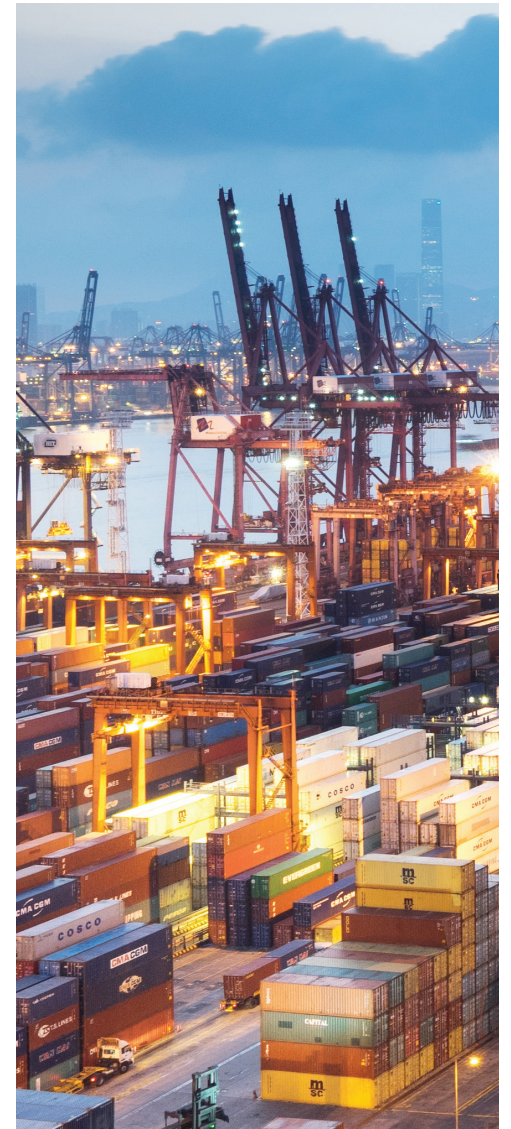
We know that timescales can be tight, so we work hard to meet the speed of response our brokers require from our underwriters and claims handling team.

Our approach has allowed us to build and maintain strong, long-lasting broker relationships founded on mutual respect and trust.

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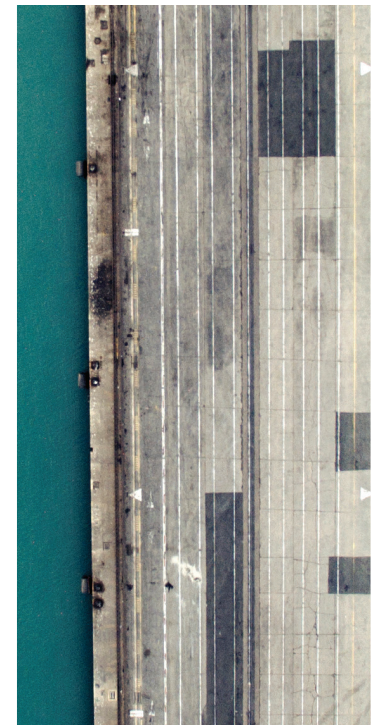
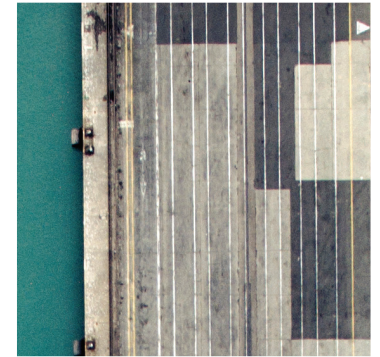
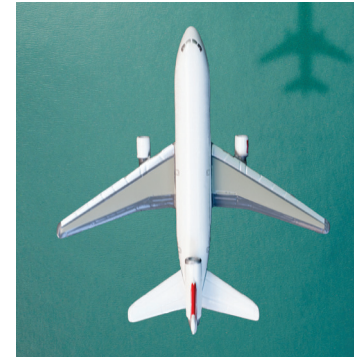
MARINE CARGO AND FREIGHT LIABILITY

- What is Marine Cargo Insurance?
- What is Freight Liability Insurance?
- Freight Forwarders Cargo Online
- Target Markets
- What can Barbican Protect offer?
- Contact Details



What is Marine Cargo Insurance?

- The insurance of a tangible asset whilst in transit.
- Transits within UK and overseas.
- Transits may occur by sea, land or air.
- Market terms include:
 - Goods in transit
 - Facultative/single shipment policies
 - Stock throughput
 - Freight Forwarder shippers interest policies (online)
- Extensions can include storage, exhibitions and demonstrations both UK and international.
- Policies are rated on the annual value of sendings broken down into areas of the world. Storage rated on the maximum annual value in store.



What is Freight Liability Insurance?

- A freight liability policy provides cover against claims for loss or damage to goods whilst in the insureds care custody or control.
- Freight liability covers 3 types of exposure:
 - Hauliers
 - Freight Forwarders
 - Warehouse Keepers
- In the main Insureds will operate under trading conditions which they incorporate into their contract with their customers. Most of these conditions will restrict the Insureds liability to a monetary value per tonne, e.g. *RHA @£1300 p/t*.
- Premiums are generally calculated using the annual freight/storage charges with a consideration to the types of goods carried/stored, trade conditions and also the number of vehicles operated.



Freight Forwarders Cargo Online

- www.bplmarine.com
- Online system accessible to brokers and clients for one off shipments.
- Set policy limits, rates, terms and conditions.
- Allows client to obtain quotation for shipments within the parameters of their policy.
- Instant online documentation and invoicing.
- “Pay as you go” no upfront cost.



Marine Cargo

Manufacturers
Retailers
Wholesalers

Avoid:

HGPE/private motor vehicles
Non commercial transits
Mobile phones

Freight Liability

Logistics companies
Hauliers
Freight forwarders
Warehouse keepers

Avoid:

Removal companies
Car transporters

What can Barbican Protect offer?

What makes Barbican Protect different?

We go the extra mile to give brokers the opportunity to win clients – sharing sector trends and insight to understand client issues. We maintain a dynamic and agile underwriting attitude to ensure clients receive the best possible solution.

Sector-specific, not product-driven

Our focus on sectors rather than products means our solutions are more closely aligned with the needs of your clients.

For each specific sector, we offer a range of policy types, spanning traditional lines such as property, casualty, professional and financial lines, marine, as well as specialist products including cyber.



Local, face-to-face support

Our underwriters are where they need to be – in the regions where our brokers and clients are. We meet regularly with brokers on-site to ensure we can respond to clients' needs as quickly as possible.

From our central operations hub in Manchester we provide:

1
UNDERWRITING
AND BUSINESS
DEVELOPMENT
SERVICES

2
COMPREHENSIVE
CLAIMS HANDLING
SUPPORT

3
RISK
MANAGEMENT
SERVICES

4
FULL
ADMINISTRATION
SUPPORT

Our claims and risk management services are an integral part of what we offer. We precisely tailor these services to the particular requirements of each client.

Barbican Protect Marine Team



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