



IRONSHORE ART

Overview



The Ironshore Art team offers skilled and experienced underwriting in this specialist area and ensure the highest quality coverage is provided to our clients. We are known for our bespoke and innovative solutions within the area of Fine Art and Specie.



HIGHLIGHTS

- Recognised leaders for Fine Art and General Specie business in the London Market
- Comprehensive capacity for Fine Art, Specie and Terrorism
- Bespoke policy wordings to fit individual client risk profiles
- Regular client visits with brokers to understand your business and the local environment worldwide
- Claims team that works in conjunction with the Underwriting team, so the experts who make the promises also keep the promises
- Worldwide coverage

The Ironshore Art team has access to capacity across multiple platforms including Lloyd's of London and Ironshore Europe DAC. This allows us to develop a tailored approach to the products and services we provide.

We have the capability to write Fine Art & Specie business through our offices worldwide in Singapore, Australia, Hong Kong, Dubai, and North America, including our Latin America Fine Art and Specie hub in Miami.

OUR INSURANCE PRODUCTS

We can offer you physical loss or damage cover including the following:

FINE ART RISKS:

- Private Collections
- Corporate Collections
- Museums
- Shippers & Packers
- Exhibitions
- Dealers
- Auction Houses
- Galleries
- Musical Instruments

MINING RISKS:

- Precious Metals in Ore
- Refiners
- Precious and Semi Precious Stones

SPECIE RISKS:

- Bullion
- Excess Vault Risk
- Excess SIPC/CIPF
- Safe Deposit Boxes
- Numismatics
- Diamond Processing

HIGH NET WORTH:

- Motorsport
- Classic Car Collections
- Wine Collections
- Home Owner
- Private Jewelry Collections

COVERAGE HIGHLIGHTS

- \$50M each and every risk via Lloyd's Pembroke Syndicate 4000
- Capacity can increase up to \$150M via the Pembroke Fine Art & Specie Consortium
- Up to \$100M each and every risk via our regional office network including Ironshore Europe DAC, Ironshore's European operating platform
- \$530M any one risk via the Lloyd's Specie Consortium



UNDERWRITER BIOGRAPHIES

RICHARD NORTHCOTT

Richard joined Ironshore in 2011 and with his team has transformed the High Value Cargo account into a leading underwriting market in fine art, general specie, classic cars and motorsport. Richard previously served as Executive Director of the Art, Jewellery, Specie and Private Client Division of Heath Lambert, overseeing a wide range of niche accounts and managing a significant portion of the Lloyd's binding authorities for the company. His industry tenure spans more than 20 years with Heath Lambert, throughout its history of mergers and acquisitions, where he specialized in creating innovative solutions for its extensive fine art, jewellery, cash in transit and high net-worth customer base. Whilst at Heath Lambert, Richard held full binding authority from Underwriters at Lloyd's continuously since 1993.

Telephone: +44 20 7337 4460

Email: richard.northcott@ironshore.com

IAN BAILEY

Ian joined Ironshore in 2016 and has over 27 years' experience broking in the Fine Art and Specie marketplace. He has a deep knowledge of cash management companies and metals and commodities operations and has looked after the insurance needs of large fine art institutions, exhibitions and private clients. He has travelled globally, meeting insurance professionals and clients to gain extensive knowledge of their industries, operations and cultures in developing solutions required to enable business to grow. In addition he has extensive knowledge of international underwriting platforms and delegated underwriting schemes across multiple classes of insurance in both commercial and private lines businesses.

Telephone: +44 20 7337 4513

Email: ian.bailey@ironshore.com

RACHAEL BRUCE

Rachael joined Ironshore in 2011 as part of the Marine Division after graduating from the London School of Economics. She works as part of the Fine Art and Specie team, underwriting out of Lloyd's of London for Pembroke Managing Agency. Rachael also works in conjunction with Ironshore's global offices to ensure all of our clients receive bespoke and innovation insurance solutions, tailored to their specific needs.

Telephone : +44 20 7337 4436

Email: rachael.bruce@ironshore.com

EMMA ROBERTS

Emma joined Pembroke Managing Agency in 2013 to work with the Fine Art and Specie Team. Her role includes helping to manage the Pembroke Fine Art and General Specie Consortium and to provide assistance in building the High Value Cargo portfolio. Prior to this Emma graduated the University of East Anglia with a Business Management Degree.

Telephone +44 20 7337 4469

Email: emma.roberts@ironshore.com

ANNA TAN

Anna joined Ironshore International's Singapore branch in 2016. Before being a part of this dynamic team, she was Class Underwriter and Consultant for Fine Art and Specie for XL Catlin Singapore for 13 years. Anna was responsible for developing and growing XL Catlin's fine art and specie book in Asia. Her keen technical knowledge and understanding of underlying risks helps her structure innovative and profitable insurance solutions for her clients. Business relationships with certain clients span over a decade, some of whom she worked with since her broking days at JLT Insurance Brokers. In 1990 she began her insurance career with JLT and spearheaded the Fine Arts and Jewelers Block division. Anna believes a successful underwriter begins with a listening ear for the client, a skill she acquired being a retail broker.

Telephone: +65 98 151 092

Email: anna.tan@ironshore.com

HEATHER BLASER

Heather joined Ironshore in 2010 working as part of the Strategic Development team based in New York. She moved to Ironshore's Lloyd's of London syndicate, Pembroke Managing Agency, in 2013 to join the Marine Division working on international development and underwriting specifically for War & Terrorism, Fine Arts & Specie, and Project Cargo. Her role as part of the International Business Development team entails maximizing the Ironshore distribution channels to make sure we can provide solutions for our clients worldwide. She is a graduate of the George Washington University with a BA in English and Secondary Field in Business Administration.

Telephone: +1(646) 826-6646

Email: heather.blaser@Ironshore.com

IRONSHORE AND PEMBROKE OVERVIEW

Ironshore, a Liberty Mutual Company, provides broker-sourced, specialty commercial property and casualty coverages for varying risks located throughout the world. With more than 30 offices around the globe - including Ironshore's Lloyd's Pembroke Syndicate 4000 in London - Ironshore is prepared to meet clients' complex needs promptly, with local service on a global basis and in-depth underwriting experience across a broad spectrum of industries.

Ironshore's international subsidiaries Pembroke Managing Agency and Ironshore Europe DAC are now part of Liberty Mutual's international group, Liberty Specialty Markets. Our Pembroke Syndicate 4000 at Lloyd's of London, founded in 2004, enables us to leverage the strength of Lloyd's with our specialist underwriting expertise. Ironshore Europe DAC is domiciled in Dublin and was founded in 2010 to provide Ironshore International with a European operating platform. Our model gives us the flexibility to write business on both Lloyd's and company paper so we can customise the best solutions and programmes for our clients.

Boston-based Liberty Mutual is a diversified insurer in business since 1912, offering a wide range of personal and commercial insurance products and services. Liberty has \$125.6 billion in assets and ranks 75th on the Fortune 100 list of largest corporations in the U.S. based on 2016 revenue. As of December 31, 2016, Liberty Mutual had \$38.3 billion in annual consolidated revenue, with 'A' ratings from both A.M. Best and Standard & Poor's.



About Ironshore

Ironshore, a Liberty Mutual Company, provides broker-sourced specialty property and casualty insurance coverages for varying risks located throughout the world. Select specialty coverages are underwritten at Lloyd's through Ironshore's Pembroke Syndicate 4000. The Ironshore group of companies is rated A (Excellent) by A.M. Best and A (Stable) by Standard & Poor's. Pembroke Syndicate 4000 operates within Lloyd's where the market rating is A (Excellent) by A.M. Best, AA- (Very Strong) by Fitch, and A+ (Strong) by Standard & Poor's. For more information, please visit: www.ironshore.com.

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