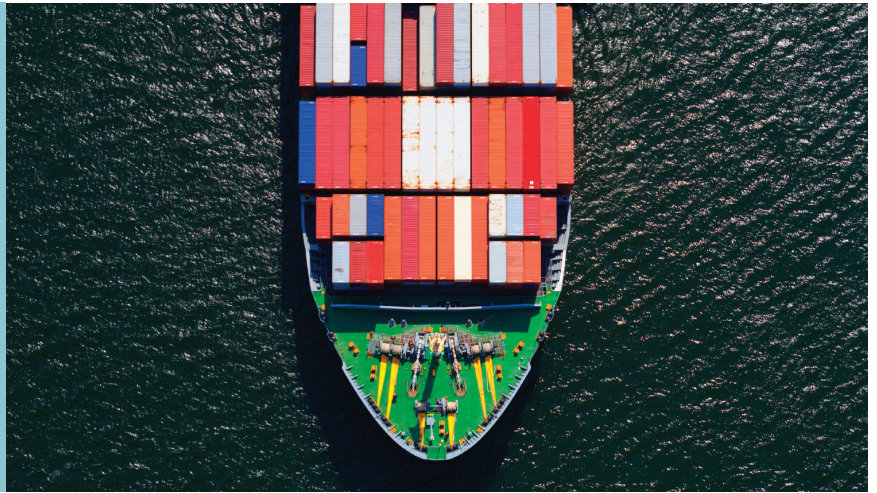




MARINE CARGO

Cargo



Our Cargo team offers skilled and experienced underwriting to ensure the highest quality coverage is provided to our clients. We have capabilities exclusive to the market and the ability to provide quick responses to our brokers and clients.



UNDERWRITING GUIDELINES:

Physical loss or damage cover for industrial machinery, equipment, retail goods, agricultural produce, mineral oil and metals and ores, whilst in transit or stationary. This includes retail and wholesale stock in stores, warehouses and at distribution centres worldwide.

CAPABILITIES:

We write treaties and FAC Reinsurance, heavy lift, tow, stock throughput (primary and excess). Specialist cargo products include satellite pre-launch risks and consequential loss on project cargo.

- **General Cargo Maximum Capacity: \$40,000,000**
- **Project Cargo Maximum Capacity: \$400,000,000**
- **Satellite Pre-Launch Maximum Capacity: \$87,500,000**

DIFFERENTIATORS:

The Ironshore Cargo team is known for:

- Combined capacity for Cargo, War on Land, and Terrorism
- Underwriters are the decision makers
- Integrated Claims team
- Visits clients regularly to understand your business
- 35 years of combined underwriting experience within the Cargo team
- Recognised leaders in the market, we lead 34% of the business we write

The Cargo team has access to capacity across multiple platforms including Lloyd's (where Pembroke manages the Syndicate 4000), which allows us to develop a tailored approach to the products and services we provide.

We access business from a wide spread of London Market brokers and have the capabilities to write Cargo business through our offices worldwide, particularly in Singapore, Dubai, Hong Kong, Australia, and our Latin America hub in Miami.





INTERNATIONAL OFFICES BASED IN THE FOLLOWING:



UNDERWRITER CONTACTS: LONDON

ANDREW CORTON

Divisional Director of Cargo

Direct: +44 (207) 337-4457

andrew.corton@ironshore.com

Andrew started his insurance career in 1984. He joined Ironshore's Pembroke Syndicate 4000 in 2012. He is a Cargo Underwriter specialising in Marine Projects and delay in startup coverage.

OLIVER CORTON ACII

Cargo Underwriter

Direct: +44 (207) 337- 4450

oliver.corton@ironshore.com

Oliver joined the insurance industry in 2012 on the Marsh & McLennan Companies' Graduate Development Programme. He achieved his ACII qualification in 2014 and joined Ironshore in 2015.

IRONSHORE AND PEMBROKE OVERVIEW

Ironshore 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 acquisition by Liberty Mutual and merger with Liberty International Underwriters (LIU) U.S. in 2017 enables us to bring even greater scale, expertise, innovation and product offerings to market. As a combined operation with approximately \$2.9 billion in gross written premium, brokers now have access to a top-tier insurer with greater capacity and product lines for a wide range of risks.

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.



A Liberty Mutual Company

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 with a Financial Size Category of Class XIV 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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