



ASIA PACIFIC
INSURANCE AND REINSURANCE



ABOUT CANOPIUS

Canopius is a global speciality (re)insurer with a presence in Australia, Bermuda, China, Ireland, Netherlands, Singapore, the UK and US. We are privately owned and are proud to offer an independent view of risk – our expert people ask the difficult questions so that our clients get exactly the solutions they need.

Underwriting platforms

- Lloyd's: Syndicates 4444 and 1861, managed by Canopius Managing Agents Limited
- US: surplus lines insurance company, Canopius US Insurance, Inc.

Financial strength ratings

- Syndicates 4444 and 1861 share the Lloyd's ratings of A+ (strong), Standard & Poor's; AA- (Very Strong), Fitch; A (Excellent), A.M. Best
- Canopius US Insurance, Inc.: A- (Excellent), A.M. Best

ILS

Our ILS platform offers investors straightforward access to the (re)insurance markets, using the underwriting skill and distribution of the Canopius group.

MERGING OF CANOPIUS AND AMTRUST AT LLOYD'S

- We're excited about what this merger represents and what it makes possible
- Everything in our business hinges on relationships; we love that, it's our life blood
- At the heart of the Canopus and AmTrust merger is the newly combined talent and this is what excites us the most
- Our new combined group of people will now be able to offer you access to more underwriting expertise across more lines of business

INSURANCE

Construction & Engineering

- Focused on project specific risks on a worldwide basis and in all segments of onshore activities including: infrastructure (roads, utilities etc.), buildings, power generation and petrochemical construction
- We provide solutions to increasingly complex client requirements
- A specialist team that enables us to take a leading role, providing the necessary critical experience and expertise

Energy

- **Upstream and midstream** energy cover includes property physical damage, offshore construction all risks, excess third party liability, operators' extra expense/control-of-well risks
- Our specialist **renewable energy** team is a market leader in tailor-made 'cradle to grave' solutions, with seamless construction into operational insurance for renewable energy projects covering offshore, onshore, solar, wave and tidal, hydropower, biomass and geothermal
- Our in-house risk engineering capabilities, market know-how and experience set us apart from many of our competitors and enable us to provide strong leadership and considerable additional risk mitigation advice for our clients

Heavy Industry

- Offering heavy industry protection across the globe with a focus on mining and chemical sub industries
- Adding value for our clients by providing coverage and expertise in niche areas
- Our fully qualified engineer can review underwriting information, provide site surveys and offer guidance to clients where required
- Offer a flexible approach that enables us to develop tailored solutions
- Focus on developing long-term partnerships with all of our clients

Marine

- We place strong emphasis on understanding our customers' business and their risk exposures
- Our ultimate objective is to deliver a proposition that will meet our clients' needs across both underwriting and claims
- **Marine hull:** cover for ocean going, green and brown water risks as well as yachts, builders risk, loss of hire, increased value, war, mortgagees' interest insurance and associated products
- **Marine cargo:** conventional, specialist cargoes, project cargo including delay in start up and stock throughput
- **Specie & fine arts:** cover for fine art and museum risk, general specie, jewellers' block, vault risk, cash in transit

Direct & Facultative Property

- Our priority is to find a solution that will fit clients' needs and our appetite; we are willing to take all business into consideration but with a focus on real estate, retail and manufacturing sectors as well as petrochemicals, mining and power
- Offer a technical approach to pricing and breadth of knowledge from specialist underwriters who travel extensively to maintain their knowledge of their markets, clients and products
- Through the application of our underwriting expertise and proactive approach, we have the capability and flexibility to respond swiftly to market developments and structure bespoke products

INSURANCE

Coverholders / Binders / MGAs

- Experienced team specialising in managing binder arrangements, lineslips and master policies
- Our team specialises in creating long term strategic partnerships with coverholders by developing a deep understanding of our clients needs, enabling us to tailor products accordingly
- We have the capacity, ability and general appetite to lead binding arrangements, but can also offer capacity as a follow market
- We work closely with our coverholders and focus on our core areas of expertise
- We pride ourselves on our flexibility and service, combined with sound underwriting knowledge and appropriate controls

Credit & Political Risk

- We participate on both large syndicated placements and a number of risks on a 100% basis. We work closely with brokers to provide cover appropriate to their clients' requirements. We have the capacity, ability, preference and general appetite to lead business; we take a lead or co-lead position for most risks in which we participate.
- Products include: political all-risks, receivables protection, breach of contract/non-payment/non-delivery, embargo and currency inconvertibility, credit insurance and contract frustration, trade credit protection, pre-export finance protection, unfair/fair (political) calling of bonds and stand by letters of credit issued through banks, aircraft/marine (leased asset) repossession, non-honouring of refund guarantees, Reserve Base Loans (RBLs), Borrowing Base Facilities (BBFs), and other also non-trade relating lending.
- Tenor – Up to 15 years (20 years may be available by arrangement)

Excess of Loss Trade Credit

- The team is expert in offering individualised cover across trade credit, supply chain finance and trade in a variety of sectors and markets
- Cover includes: excess of loss insurance, covering predominantly private buyers across the globe; single risk or named buyer insurance, captive solutions, supply chain finance solutions; supplier default insurance

Terrorism & Political Violence

- A diverse account with a mix of global industrial accounts and country specific commercial risks
- Portfolio encompasses business written in over 150 countries, with a focus on Latin America, Africa, Asia, and the Middle East
- We take a proactive approach to monitoring our market, with the use of external consultants to identify risk exposures
- Flexible to respond to short term situations that occur following a flash-point situation, as well as more generally recognised domestic threats
- Key industries covered include: utilities, industrial, energy, transportation, manufacturing, mining, retail, commercial, construction, leisure (including residential)

Accident & Health

- Experienced team in managing facilities and binder arrangements. We can also accept open market placement including direct placement where licenses permitted and facultative reinsurance.
- We have the capacity, ability and general appetite to lead business from both Lloyd's and non-Lloyd's brokers. We lead or co-lead on most of the accounts we write.
- We can offer solutions on a short term or multi-year basis following either standard Lloyd's wordings or bespoke wordings
- Target business, includes high risk personal accident for hazardous occupations, war and terrorism cover, keyman insurance, marine crew including ferry and fishing crew, aviation risks, credit card, business travel, and general group and individual cover. Our Australia office can also provide cover for group Enterprise Bargaining Agreement (EBA) insurances.

INSURANCE

Specialist Consumer Products

Our London-based team offers the following products:

- Warranty products (extended warranty, plant and equipment)
- Mobile phone, computer insurance
- Motorist products (GAP insurance etc)
- Added value ancillary products
- Credit card enhancements

Cyber

Our London-based team offers the following cyber products:

- Full 1st and 3rd party cyber coverage
- Non-physical business interruption damage
- Remediation costs, including any fines and penalties
- Network security liability
- Breaches of privacy liability, including data breaches
- Technology errors and omissions
- Social engineering coverage
- Physical damage caused by cyber attack

There is a broad appetite for industry sectors, which includes but is not limited to, the following: technology, retail, healthcare, financial institutions, manufacturing, utilities and aviation. Policies are available worldwide on either an insurance or reinsurance basis, where licensing permits.

REINSURANCE

Property

- We write a portfolio of non marine/whole account catastrophe excess of loss, per risk excess of loss, aggregate excess of loss and pro-rata treaties
- Clients cover all sectors from single territory mono-line insurance operations to multi-national insurance and reinsurance carriers
- Offer flexible product and pricing options, leadership and quoting service from our experienced team of market-facing underwriters

Casualty

- Portfolio comprises: liability (general third party), employers' liability/workers' compensation, professional, financial and miscellaneous, motor (including unlimited protections where appropriate), short tail: personal accident

Agriculture

- We write a global portfolio of agriculture treaty business covering: crops, livestock, forestry, aquaculture, parametric products
- Appetite for pro-rata, excess of loss and stop-loss business

Marine

- We write marine treaty business, on an excess of loss and pro-rata basis, for indigenous portfolios, with a preference for those with a hull/cargo (i.e. non-energy) bias
- We pride ourselves in our flexibility for our customers – both brokers and clients alike – and the efficient service we provide during the renewal process

Accident & Health

- We write personal accident excess of loss business either on a standalone basis or to offer a holistic approach combined with other reinsurance lines of business
- Appetite for per person and/or per event excess of loss, stop loss and pro-rata

OUR TEAM

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To access the correct Canopus claims handler as quickly as possible, please visit our website: www.canopus.com/claims or email CanopusAsiaClaims@canopus.com

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