

# Zurich Marine Solutions

Market stability and industry-leading experience

## Marine customer profile

Zurich seeks to develop and maintain lasting and mutually beneficial relationships with its brokers and customers. We offer risk management solutions for a variety of businesses including:

- Manufacturers
- Distributors/wholesalers
- Importers/exporters
- Tug and barge operations
- Passenger-carrying vessels, including head boats, ferryboats and excursion boats
- Research vessels
- Shipyards
- Terminal operators
- Charterers
- Stevedores
- Marine construction
- Energy companies with marine exposures

Zurich's Marine specialists address the risk management needs of a broad range of marine and related industries. Our tenured professionals understand market needs and offer flexible, customized products and services to address the most unique risks. Zurich can help provide stability and reliability in today's volatile marketplace. We have been providing professional, technical capabilities to the marine market for more than a century. Our team remains steadfast in supporting customers' needs, whether it is addressing the most challenging exposures of multinational corporations or the specialized needs of regional operations.

## Marine solutions

Broad underwriting experience and substantial capacity enable Zurich to tailor programs for even the most challenging marine risks. Our customized insurance solutions include:

### Ocean Cargo

Zurich's Ocean Cargo program provides seamless transportation coverage. Our ocean cargo specialists offer tailored protection for international transit exposures virtually worldwide. The basic policy covers ocean and air shipments from warehouse to warehouse, protecting merchandise for physical loss or damage from various external causes. Coverage can be easily expanded to include inland transit risks, including storage and processing, consignment property, goods in storage and more. Zurich's Risk Engineers are also available to assist in the development of a program to limit exposures, and thus help reduce losses associated with cargo transport and storage.

For added convenience, Zurich offers cargo certificates online so customers can process and manage their certificates quickly and easily.

### Commercial Hull

This coverage provides commercial hull insurance and related vessel and third-party liabilities. Hull and Protection &

Indemnity (P&I) coverage focuses on the following classes:

- Marine transportation
- Builders risk
- Passenger vessels
- Vessels supporting the energy market
- Marine construction

### Marine liabilities

With a focus on the marine industry, the product offering includes liability coverages for:

- Terminals
- Ship repairers
- Wharfingers/safe berth
- Stevedores
- Charterers' legal liability
- Excess marine liabilities

In addition, we offer a marine umbrella policy, a standard marine liability coverage.

### Monoline Commercial Inland Marine

Flexible, tailored solutions designed to meet the specialized needs of:

- Contractors Equipment
- Motor Truck Cargo Legal Liability
- Wholesalers Legal Liability
- Miscellaneous Property

## Risk Engineering and Claims services

Whatever your Marine insurance need may be, Zurich solutions are delivered with the additional services of specialized Marine Risk Engineers who use their experience to help you reduce losses. They have targeted insights, risk assessment tools and employee safety training that you can access to help you improve your loss picture.

In addition, our more than 3,200 Claims professionals in North America, part of a team of 9,600 professionals in 32 countries around the globe, understand the often complex claims issues associated with Marine insurance. They stand ready to provide you with dedicated, customer-focused attention to help settle your claim and help reduce the impact on your risk management program.

## A global portfolio of Zurich solutions

Zurich Marine insurance solutions are part of a wide portfolio of risk management products and services designed to help meet virtually every property and casualty insurance need today's organizations may have. Whether you need a monoline policy for an individual exposure or a complex, multi-line program spanning the globe, Zurich can help.

Our services are delivered by a multinational team of approximately 54,000 insurance professionals via a global network reaching more than 215 countries and territories. We offer specialized knowledge in many key industry segments, including energy, technology, construction, transportation, manufacturing and more.

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For more information on Marine solutions, visit our website at [zurichna.com/marine](http://zurichna.com/marine)

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