

# INTRODUCING CARE



**WHO ARE WE**



**Care is an international insurance broker.**

**As such, we negotiate dedicated covers for our clients, both corporate and individual, by liaising with the leading international insurance companies.**

**Our headquarters are in Milan.  
In Italy's most dynamic  
geographic area.**





**Care Suisse operates  
independently in Lugano  
for the Swiss market.**

# GLOBAL

Italy and Switzerland,  
Lloyd's of London, the world.  
Our wide network and our  
UnisonSteadfastmembership.  
Covering you,  
wherever you are.

# OUR TEAM IN CARE

**18**

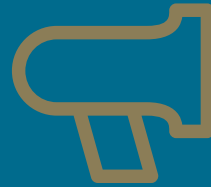
**Specialists**

**2**

**Marine  
consultants**

# LET'S TALK ABOUT OUR WORKFLOW





**GENERAL MANAGEMENT,  
SALES DEVELOPMENT**



**TECHNICAL  
BROKING**



**NEGOTIATION  
AND PLACEMENT**



**CLAIMS  
HANDLING**



**LEGAL AND  
CONTRACTUAL**

**WKW**  
WK Webster

**BARBUSS**

# OUR INTERNATIONAL NETWORK



**OUR OWN NETWORK  
OF CORRESPONDENTS  
IN KEY-COUNTRIES.**

**LLOYD'S**



**AS LLOYD'S  
CORRESPONDENTS  
WE CAN PLACE  
COVERS WORLDWIDE.**

**unisonsteadfast**  
Insurance brokers worldwide



**WE ARE PROUD  
MEMBERS OF  
UNISONSTEADFAST,  
A NETWORK OF  
350 INSURANCE  
INTERMEDIARIES  
WORLDWIDE.**



# OUR INSURANCE PARTNERS

**CNA**  
HARDY



TRAVELERS 

Allianz 



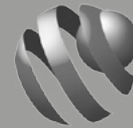
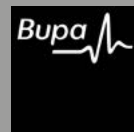
**TT CLUB**   
established expertise



UnipolSai  
ASSICURAZIONI

**Siat**  
ASSICURAZIONI

MS  **Amlin**



TOKIO MARINE  
INSURANCE GROUP



# FOCUS ON OUR SERVICE





**NEGOTIATION  
AND SUPPORT**



**MARINE  
CLAIMS HANDLING**



**CONTRACTUAL  
REVIEW**



**TRAINING  
AND SUPPORT**

# NEGOTIATION AND SUPPORT

- » **Bespoke quotations for special risks**
- » **Wide negotiation power, meaning more flexibility from insurers**
- » **Assistance in issuing policy documents and insurance certificates**

# MARINE CLAIMS HANDLING

- » **Internal specialised department, providing support in documents collection and paperwork handling up to reimbursement**
  - » **Where requested, support of international third-party specialised players**
  - » **Appointment of trusted surveyors**
  - » **Regular reporting**
  - » **Specialised consultants available**
- 



# CONTRACTUAL REVIEW

- » Legal and insurance analysis of contracts
- » Legal professionals involved in the comparison between the contracts' requirements and existing covers
- » Separate negotiation in case of gaps
- » Consultancy, support and prevention



# TRAINING AND SUPPORT

- » **Bespoke insurance training**
- » **Explaining Marine insurance and liabilities, how these impact on the client**
- » **How to offer all-risks insurance through appropriate commercial and technical strategies**
- » **Technical analysis of risks**





# YOUR ADVANTAGES

**ESTABLISHED  
EXPERTISE IN  
TECHNICAL AREAS**

**ASSISTANCE  
AND SERVICE  
WORLDWIDE**

**AVAILABILITY OF  
OUR SPECIALISTS,  
IN-HOUSE CLAIMS  
HANDLING**

**EFFECTIVE RISKS  
ANALYSIS IN A  
COMPLEX AND EVER-  
EVOLVING WORLD,  
CONTRACTUAL  
REVIEW**

**TRAINING TO  
CLIENTS, REGULAR  
PROVISION OF NEWS  
THROUGH OUR  
WEBSITE AND  
SOCIAL MEDIA**



# MARINE INSURANCE



# CARRIER AND FREIGHT FORWARDER LIABILITY

The basic cover of any  
logistics operator worldwide.

- ① Covering the liability of a carrier or a freight forwarder for damages or losses sustained by goods in their control and custody (transport and storage). Limits of liability vary from country to country according to local laws or international conventions, corresponding to a amount per kilogram.**
- ② Within the same insurance it is also possible to cover the liability of a carrier or freight forwarder for its own errors and omissions (i.e. a professional indemnity insurance).**

# ALL-RISK CARGO INSURANCE

Our most successful product  
among MPL members!

- ① Where the liability cover stops at an amount established by the law according to the weight, the all-risks cover for the goods (a.k.a. shippers' interest) in case of damage can refund the full and actual value of the goods to the client.**
- ② Therefore, the all-risks coverage for goods insures against physical damages to transported goods, no matter the conveyance (air, ocean, rail, road). It is possible to cover almost any type of goods, also including the storage in the ordinary course of transit.**
- ③ All-risks insurance is based on Institute Cargo Clauses (A) and has very few exceptions**

# COVERING SPECIAL GOODS



REFRIGERATED



DANGEROUS



OVER  
DIMENSIONAL



LIVESTOCK



JEWELLERY



FINE ARTS



MOTOR  
VEHICLES



**Thanks  
for your  
attention**





**You can reach us here:**



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**Contact us:**

**[insurance@marcopololine.com](mailto:insurance@marcopololine.com)**