

Your
future-proof
insurance
broker





Who are we?



We are International Insurance Brokers.

As such, our job is to negotiate
covers on behalf of our customers,
with the leading global insurers.



Our headquarters are placed in Milan, at the heart of Italy's most developed economic area.





Global

Italy and Switzerland, Lloyd's of London,
the world. Our network of correspondents
and our unisonSteadfast membership
ensures our global presence.



Our own network
of correspondents
in key countries.

LLOYD'S

As LLOYD's
correspondent
we can place
covers worldwide

unisonsteadfast
Insurance brokers worldwide

We are proud
members of
unisonSteadfast
a global network
of Insurance Brokers



Our specialties

We can insure almost any area of risk of a given company, but we do specialise in the following:



Marine



Pollution



Travel



Cyber
& Tech



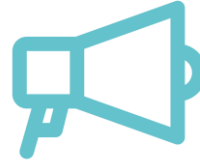
Property



Liability



Our Job



General management,
Sales developement



Legal &
Contractual



Technical
broking



Customer



Claims
handling



Negotiation &
Placement



Our focus today

Marine insurance for freight forwarders



Freight Forwarders' liability insurance

The basic cover of any logistics company.

A two-sections insurance.



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 an amount per kilogram.



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).



How to apply and premium calculation

We will send you a questionnaire, where we will ask you some details about the company, its turnover and its past claims statistics. The deposit premium is usually a rate applied to that turnover, with an adjustment at the end of the year, if applicable. Only one FFL insurance policy can be in place at the same time. We also need to check your current insurance expiry date.



All-risks cargo insurance

The most comprehensive protection.



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.

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. All-risks insurance is based on Institute Cargo Clauses (A) and has very few exceptions.



How to apply and premium calculation

We will send a questionnaire in order to understand your company's activities, types of cargo, volumes, destinations. We will then negotiate a quote with a panel of international insurers. We will have a policy without deposit premium in place, meaning there will be a rate to apply to the insured value of each shipment. You can then pay the premium corresponding to all certificates you've issued every six months.



Advantages

- You already know your rates, so no need to ask for a quote.
- Only pay for what you actually insure.
- Enjoy competitive rates and our assistance.
- Bespoke negotiations for special projects are always possible.



Can I insure everything?

Yes, except live animals, weapons and any military-related goods, personal effects.

Depending on the insurer, special conditions may apply to goods like mobile devices, motor vehicles, perishables, precious items, works of art, second-hand goods, fragile goods. You can ask for a separate quote anytime.



We work with international insurers.

This means that our policies have very few territorial exclusions and you can ship goods to/from most countries, bearing in mind incoterms and local laws/international restrictions.

Other marine insurance covers we can help with.



Storage insurance (although it's already included in the all-risks cover, if in the ordinary course of transit)



Charterer's liability



The CARE-MPL connection

We have been working alongside MarcoPoloLine for more than three years, insuring members and providing insight at the network's events and conferences worldwide.

Being part of the MPL network means enjoying, insurance-wise:

- Exclusive policy conditions
- Exclusive rates
- A dedicated team with bespoke service
- A global structure



Thanks for your
attention!



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