

Global  
Marine



HSBC Insurance 

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With a highly experienced, multilingual staff operating worldwide from offices located in major shipping centres, HSBC Insurance Brokers is an acknowledged international leader in the blue water marine insurance business.

### **For shipping companies and maritime businesses: comprehensive coverage**

Based in large part on our direct approach in dealing with underwriters, we are able to offer companies operating in the marine sector comprehensive, favourable and money-saving coverage.

Over the years, our reputation in servicing and placing insurance has enabled our clients to benefit from coverage in all key areas:

- Hull & machinery
- War risks
- Trade disruption including loss of earnings, strikes, and consequential loss
- Protection & indemnity, crew P&I and charterers' liability
- Port and terminal operators' liabilities and through transport liabilities
- Ship repairers' liabilities and other marine liabilities
- Shipbuilders' risks, delayed delivery and non delivery insurance
- Marine errors & omissions insurance.

Our standing in the industry also enables us to co-operate with marine and more specialised insurers in creating innovative, tailor-made programmes that protect customers against less-common risks.

### **The name that underwriters trust**

Because we've earned a reputation that underwriters the world over know and trust, we are better positioned to negotiate directly with insurers wherever they are located, arranging comprehensive, innovative and competitive solutions for our clients. Underwriters prefer this approach – it ensures that the broker they are dealing with has in-depth client knowledge: if underwriters do not have complete confidence that that is the case, they may build a margin into their quoted terms to compensate against unknown risk factors.

### **A first-rate track record in protection and indemnity**

Our comprehensive knowledge of the P&I market is perhaps best demonstrated by the Protection & Indemnity Review, which we have published since 1986. Over the years, we have built up a first-rate track record in serving this market on a brokerage and consultancy basis, while continuing to maintain close working relationships with both established mutual clubs and key players in the fixed-premium market.

### **Prompt and efficient claims collection**

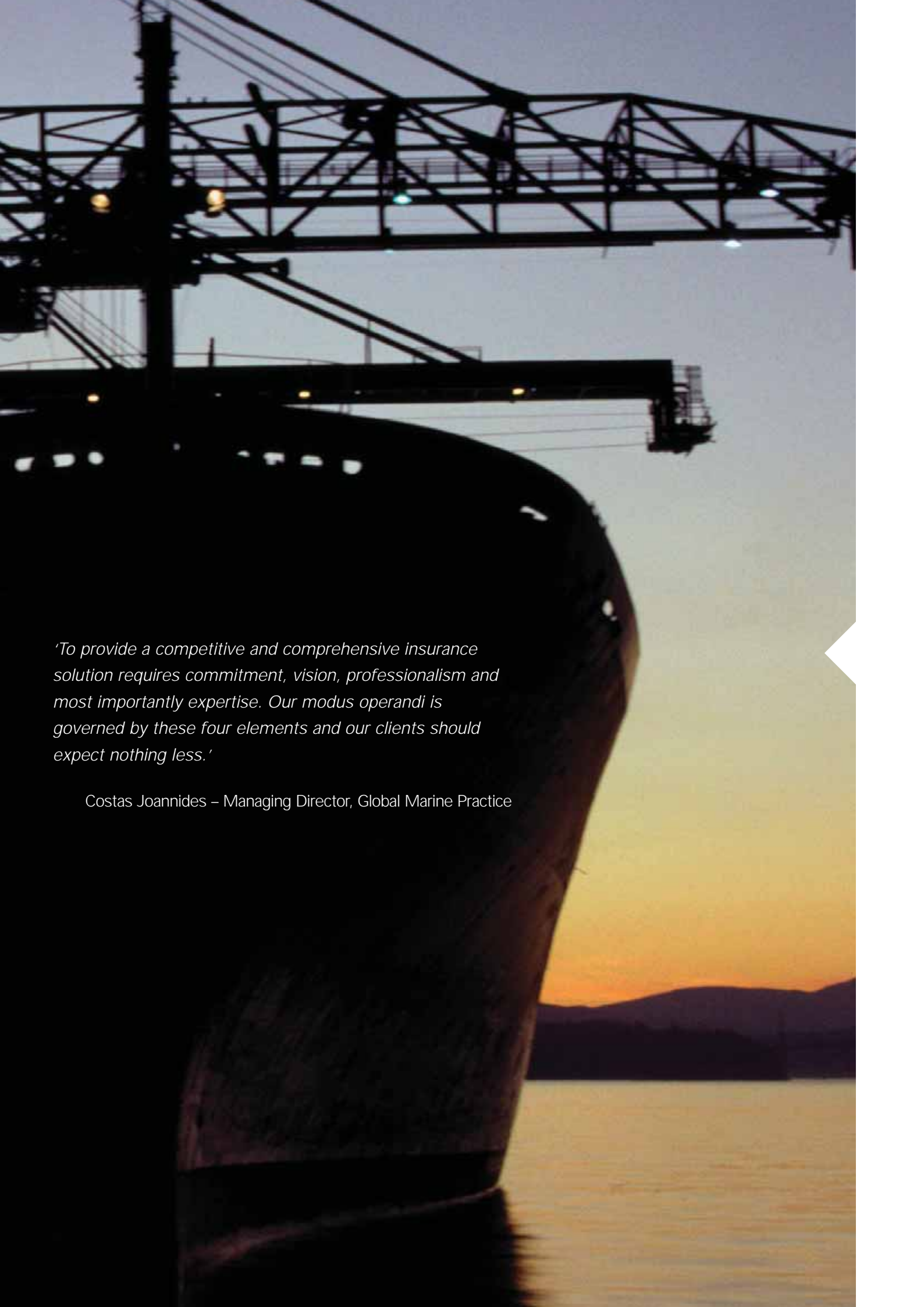
A broker's most important role is the prompt and efficient collection of valid claims. With vast, first-hand experience gained over many years in all aspects of claims resolution, the claims team is unlikely to ever encounter a problem it has not had to deal with before. The team places great emphasis not only on speedily collecting claims, but also on providing individual customers with the highest possible quality of claims service in every area.

### **Perfectly placed to meet the world's shipping insurance needs**

Backed by vast global resources and with on-the-ground support in key markets worldwide, no broker is better placed to serve the often-complex needs of the shipping industry. We maintain long-term partnerships with some of the biggest names in shipping and wide experience in all areas of marine insurance, and our expertise extends to providing insurance solutions and consultancy across the whole maritime sector, including to:

- The owners, operators, managers, charterers and mortgagees of ships and other marine craft
- Port authorities, terminal operators and logistics companies
- Ship repairers and ship builders.

At HSBC Insurance Brokers we provide the services and security of dealing with a name that guarantees exceptional levels of confidence for both shipping clients and their financiers, and for underwriters.

A large ship is docked at a pier during sunset. The ship's hull is dark and occupies the lower left portion of the frame. Above the ship, a complex metal crane structure is silhouetted against the sky. The sky transitions from a pale blue at the top to a warm orange and yellow near the horizon. The water in the foreground is calm and reflects the colors of the sunset. In the distance, low mountains are visible on the horizon. The overall mood is serene and industrial.

*'To provide a competitive and comprehensive insurance solution requires commitment, vision, professionalism and most importantly expertise. Our modus operandi is governed by these four elements and our clients should expect nothing less.'*

Costas Joannides – Managing Director, Global Marine Practice

# Global Marine

## Contact details

### Costas Joannides, Managing Director

Telephone: +357 2587 8101  
Email: [costas.joannides@hsbc.com](mailto:costas.joannides@hsbc.com)

United Kingdom

### Nick Riddle

Telephone: +44 (0)20 7661 2866  
Email: [nick.riddle@hsbc.com](mailto:nick.riddle@hsbc.com)

Hong Kong

### Richard Tsoi

Telephone: +852 2828 7204  
Email: [richard.tsoi@hsbc.com](mailto:richard.tsoi@hsbc.com)

Cyprus

### Marios Phidia

Telephone: +357 2587 8103  
Email: [marios.phidia@hsbc.com](mailto:marios.phidia@hsbc.com)

Dubai

### Nicholas Peters

Telephone: +971 4310 9249  
Email: [nicholas.peters@hsbc.com](mailto:nicholas.peters@hsbc.com)

Greece

### Constantinos Elmaoglou

Telephone: +3069 4698 9122  
Email: [constantinos.elmaoglou@hsbc.com](mailto:constantinos.elmaoglou@hsbc.com)

### Peter Ahlås, Senior Adviser

Telephone: +44 (0)20 7661 2800  
Email: [peter.ahlas@hsbc.com](mailto:peter.ahlas@hsbc.com)

HSBC Insurance Brokers Limited

Bishops Court  
27-33 Artillery Lane  
London, E1 7LP  
United Kingdom  
Web: [www.insurancebrokers.hsbc.com](http://www.insurancebrokers.hsbc.com)

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## HSBC Insurance Brokers

### *The Intelligent Alternative*

HSBC Insurance Brokers is one of the largest international insurance broking, risk management and employee benefits organisations in the world.

We are the only major insurance broker that forms part of a global banking group. As members of the HSBC Group we share an international network with offices in countries and territories in Europe, the Asia-Pacific Region, the Americas, the Middle East and Africa.

HSBC Insurance Brokers has the depth of knowledge to analyse complex risk situations from multiple perspectives and develop comprehensive solutions that meet the specific needs of our clients.

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