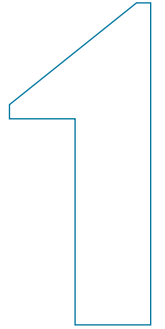


What are the benefits of using a broker to place your P&I business?

Marine Protection and Indemnity (P&I)





A broker can help you achieve fair and competitive premiums.

Brokers have a broad view of the P&I market and know what premiums are paid by their clients for similar types of risks.

Marsh Specialty has a large and varied portfolio of P&I clients, including container ship operators, car carriers, the “wet” and “dry” bulk trades, cruise and ferry, construction, dredging, offshore and other specialist vessels, tugs and barges, and fishing vessels. This business is placed throughout the P&I club market and enables us to provide reliable price benchmarking using the latest analytical tools, helping our clients understand how their premiums compare to the market.

Brokers use their knowledge and expertise to negotiate on behalf of their clients with P&I clubs.

Marsh Specialty is the leading broker in terms of tonnage and premium volume for most of the major P&I clubs. We use our intellectual property to strike fair deals for our clients.

A broker can tell you whether your premium is fair from a technical standpoint and competitive in comparison with your peers and competitors.

Our benchmarking and premium modelling capabilities are one of the most advanced of any broker, and our footprint in the P&I market means we are strongly placed to ensure our clients pay fair, competitive P&I premiums.

Brokers are skilled intermediaries, who work with the clubs to ensure clients achieve optimal results, without disrupting existing relationships between clients and the clubs.

Our Global Marine practice has spent many years building trusted trading relationships with the P&I clubs. We are supported by a dedicated team of 20 P&I brokers in London. This team has on average 20 years’ experience in the P&I market. Our senior brokers have grown up in the industry with the senior club managers; we engage with the clubs from top to bottom. Your local P&I expert will work hand-in-hand with this team to provide an integrated service.

Brokers can independently assess and challenge P&I club underwriting costs, which are typically very conservative.

The Marsh Specialty P&I Rating Engine provides an independent technical assessment of a reasonable premium for any mutual P&I risk, using the same analytical and actuarial techniques as the P&I clubs to calculate the underwriting costs that are the building blocks for the premium. This helps our clients understand what is a fair premium for their business.



A broker can provide a range of added-value services.

Brokers employ experienced claims specialists, skilled at assisting clients by liaising effectively with the P&I clubs' claims teams, particularly where "grey area", discretionary, or large or complex claims are concerned.

Expertise in P&I claims is a core part of the service Marsh Specialty offers. We are the only broker to have a former chairman of a P&I club manager at the service of our clients; a barrister with close to 40 years' P&I claims handling experience, who has successfully handled some of the P&I world's most complex cases. A former ship owner insurance head who is an English solicitor supports him. This expertise enables us to provide a high level of P&I claims service.

Brokers are experts on club cover.

Our P&I claims specialists have extensive experience and legal training to help our clients with their questions on club cover, particularly in relation to unbalanced contracts. The Pooling Agreement leaves a great deal open to interpretation. We have had considerable success in negotiating with the clubs to apply cover broadly where there are grey areas.

Brokers will thoroughly check your evidence of cover to ensure accuracy.

Our team of technical specialists are experienced in checking for evidence of coverage to provide you a peace of mind.



A broker can provide you with broader context for your P&I business strategy.

Brokers can provide an honest, independent appraisal of your existing arrangements and identify any opportunities for improvement.

Our wealth of experience across the whole P&I marketplace means we offer a fresh perspective on an established buying pattern. The P&I market may seem fairly static, but Marsh Specialty's P&I experts have a track record of developing innovative solutions for our clients.

Brokers trade on a daily basis with the P&I clubs, developing a deep understanding of their strengths and weaknesses, business appetites, and individual personalities.

Given our extensive and varied P&I portfolio, we have a unique understanding of the P&I club system that helps us match our clients to the most appropriate providers.

Brokers thoroughly analyze the financial statements of the P&I clubs to identify and track changes in performance and provide clients advance notice of emerging trends.

Marsh Specialty engages a leading global accountancy firm to provide a detailed analysis of the P&I clubs' financial reports, which underpins the advice we provide to clients in this area and is available to our clients as a reference tool.

Brokers work closely with the clubs and are agents for the change our clients want to see.

We regularly raise the issues our clients care about to the P&I clubs, through our regularly published thought leadership and privately, in our frequent face-to-face meetings with senior club managers.



A broker can enhance the relationship you enjoy with your P&I club.

Insurance and claims managers are supported in their role by a broker.

Marsh Specialty understands that many insurance and claims managers have considerable experience in negotiating renewals each year — they have long relationships with both the underwriting and claims departments of their various P&I clubs. However, even large ship owners, with ships entered in several P&I clubs, cannot accurately benchmark market rates and assess whether a renewal proposal is truly fair and reasonable. We help insurance and claims managers achieve their goals and meet their targets for the benefit of their company.

A broker can strengthen your relationship with a P&I club and mediate any disagreements.

Marsh Specialty stands beside our clients, not between them and the club. Achieving a fair result in any discussion or negotiation is our prime objective.

The P&I clubs like to work with brokers.

We aim to foster a truly tripartite relationship between the member, the P&I club, and the broker; encouraging direct dialogue while offering support wherever possible and challenge wherever necessary. We help our clients to get the best from their P&I clubs and the clubs recognize this enhances their relationships with their members.

What are the benefits of using a broker to place your P&I business?



Contact us

Please contact your dedicated Marsh Specialty Marine P&I advisor. If you do not have a dedicated advisor, please contact:



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About Marsh

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