

18/03/2025

Dear Sirs/ Madams,

We are specialised **International Marine Insurance brokers** servicing the Marine industry for over 30 years. ( <https://eurorisksa.com/> )

The growth of the Hellenic shipyard-related professions over the last 10 years and the requirement to offer highly specialised services on an international level, has resulted in the need for immediate personalized insurance solutions.

As established Marine insurance brokers and consultants, we have the necessary expertise and the international insurance market access to service the wider Marine industry, offering liability solutions for professionals such as yourselves via the London market.

Such insurance products include:

- Specialised Marine **Professional Indemnity** insurance
- Contractor's (Marine Trades) **combined liability insurance** (including Public liability, Employers liability, Products liability)
- **Shipyard Repairer's** liability insurance

We would stress, that these products are simply not available in the Greek Insurance market.

The Marine industry is highly specialized on all levels, commanding international professionalism. These insurance policies when placed correctly serve to protect your business.

Such an insurance policy's validity and its capacity to pay a claim, when required, is 100% dependent on the presentation of your scope of services and risk exposure to Underwriters. Specifically, it is heavily dependent on an insurance broker's overall understanding of your business (i.e. the information presented to Underwriters/ Insurers), the broker's complete understanding of the insurance policy's terms and conditions and their claims handling services - which are ultimately the most significant variables effecting this particular insurance in terms of cover and price.

The validity of such insurance, together with its capacity to pay a claim, **depends 100% on how your scope of services and risk exposure are presented to Insurers.**

This means that your **Insurance Broker** must have a thorough understanding of:

1. **your business and scope of services** - because this is the crucial information presented to Insurers,
2. the insurance **policy's terms and conditions** – so as to reflect your needs and contract requirements,
3. insurance **claims handling services** – in order to properly assist you at your time of need.

Ultimately, these are the most significant variables effecting this particular insurance in terms of cover and price.

The above being said, if these insurances are indeed of interest to you, we would be more than happy to arrange a meeting and present such information in person.

Sincerely,

Eurorisk Team