

ORION INSURANCE GROUP

 CAMBIASSO RISSO
GROUP

 VITA

 ORION



Bunker Trade Insurance



Orion Insurance Group

Orion Insurance Group is an insurance broker business dedicated to the marine, energy, logistics, shipping and commodity trade sector.

Our commodity and bunker team is exceptional. We have forged specialized hired expertise from the commodity and bunker trade sector with experienced risk insurance brokers to create a boutique insurance offering dedicated to the bunker energy and commodities sector.

We focus on the entire commodity and bunker business risk chain cycle. From revenue protection covers designed for trader desk sale and purchase deals to insuring transportation, processing and storage risks to trader management liability exposures and litigation disputes.

Bunker Offering

Our Bunker industry insurance offering is designed to cover Traders and Suppliers to mitigate customer liability risks, logistic and storage losses.

We access multiple markets to deliver the ultimate insurance solutions covering:

- **Company Liability**

Physical supply chain insurance covering contractual and third-party liability claims including cost and damages arising from off spec bunkers

- **Cargo and Storage Risks**

Insurances tailored to supply chain logistic risks covering on shore and offshore storage inventory and cargo transit risks

- **Vessel Fleet covers: P&I/HM/War**

End to end covers for tanker vessels to barges

- **Credit Risk**

Practical Insurance solutions designed around complex counter party risks

- **Directors and Management Liability**

Protection for Directors and Officers from regulatory investigations, fines and personal asset seizures arising from corporate wrong doing

- **Legal Advisory**

A unique budget scheme backed by a major commodity law firm to provide our clients with full advisory service across contracts and disputes

Bunker Trade Team



Nick Little
Managing Director
Email: nick.little@crorion.com

Nick has 40 -year long career in the marine, shipping and commodity insurance industry, including P&I underwriting and broking during which he held Senior Management roles in the UK and Greece. Nick now heads up the Group's MENA operations and is instrumental in driving the marine practice with a team of seasoned industry background experts and specialist insurance brokers.

Nick strongly believes the blended experience of the Group's broker team brings a cutting edge to managing client's insurance briefs across all insurance classes – asset and revenue protection, liability and casualty – including claims management and troubleshooting problems.

Bunker Trade Team



David Smeulders
Specialist Line Broker
Email: david.smeulders@crorion.com

David's 40 year extensive experience in the shipping industry, particularly in marine fuels and lubricants supply, provides him with a unique perspective on the challenges and risks faced by clients.

Now as a senior broker within the Orion Insurance Group, David specializes in serving bunker and commodity trader clients, forging his business focused understanding of the industry dynamics with tailored insurance solutions that meet each client's specific requirements.

Bunker Trade Team



Matteo Pescatori
Senior Marine Broker
Email: matteo.pescatori@crorion.com

Matteo joined the Orion Group from Cambiaso Risso's London office where he was a broker for 10 years managing a wide range of marine insurance lines, including Hull & Machinery, Increased Value, War Risks, and Loss of Hire insurance.

Cambiaso Risso is a strategic partner to Orion with a strong focus on HM, War and P&I risks. Matteo's London experience is invaluable to the Orion team in designing tailored policy terms and advising on markets using the CR offices.



Ganeshan Mudaliar
Senior Marine & Trade Credit Broker
Email: ganeshan.mudaliar@crorion.com

Ganeshan has recently joined the Orion Group office in Dubai. He is a seasoned commodity and trade credit insurance professional with a strong international insurance background working in house with various trader companies and as an underwriter with insurers in India and UAE.

His insurance experience across credit, cargo, political and transport risks in the MENA, East Africa and India regions is a major asset to the Orion team.

Our Regional & Global Operations

Orion Insurance Group is an established MENA branded insurance broker business dedicated to the marine, energy, logistics, shipping and commodity trade sector.

We operate under Vita International Brokers LLC, a Central Bank of UAE-approved licensed insurance broker company, and DMCC-regulated company Orion Insurance and Reinsurance Brokers.

Our MENA operations are supported by a strategic alliance with Cambiaso Riso a 75-year established broker house and one of the leading international marine brokers.

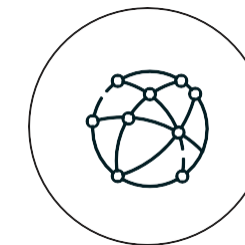
 ORION VITA CAMBIASO RISSO
GROUP



Orion Insurance Group



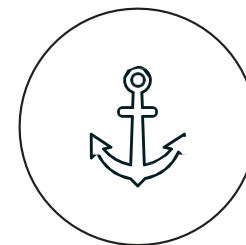
75 years in the insurance business



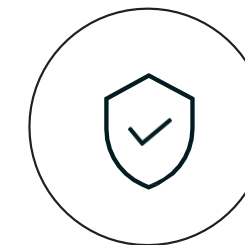
19 offices worldwide



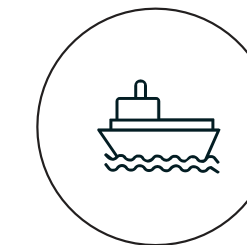
304 group number of employees



150 marine brokers



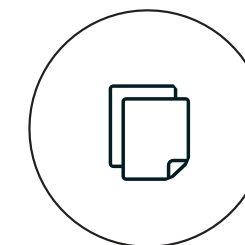
30 P&I Specialists



11,500 vessels insured annually



700M USD Insurance Premium placed



1,450 claims per year successfully

Global Network

- 📍 Cambiaso Risso Marine, Italy
- 📍 CR International, London CR
- 📍 Nordic, Norway
- 📍 CR Asia, Singapore CR
- 📍 Sigorta, Istanbul
- 📍 Leonhardt & Blumberg, Hamburg Trident
- 📍 Special Risks, Hamburg
- 📍 CR Marine LLC, USA
- 📍 Orion Insurance Group, Dubai
- 📍 Fender S.A., Greece





Service Value: Claims

CR is prized for its proactive support in claims

Our ability to manage claims from first notification to settlement is unrivalled No other broker can obtain payment of claims by the market as fast as CR



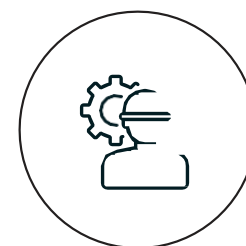
24/7 emergency response team



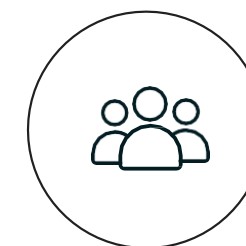
Over **40 years** of experience



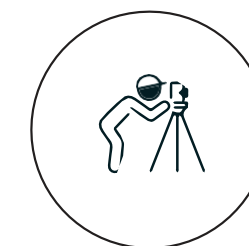
In-house qualified lawyers



In-house marine engineers



Over **50** claim handlers



Large panel of surveyors

Service Value:

Broking - Advisory - Benchmarking

01 >

Issuance of all documentation on time

02 >

Program follow-up : instructions to the network, conformity of issued documents and premium tracking

03 >

Daily assistance on insurance matters worldwide

04 >

Constant monitoring of the adequacy of the coverages in order to be sure that the program remains line with the risks and legal and regulatory environment but also with the Marine cargo insurance market's evolutions

05

Constant benchmarks in order to reach and maintain best-in-class terms in and conditions ADPC's

Selected Clients



ESG: Sustainability report – Audited by PWC



The 2030 Agenda and Cambiaso Risso Marine commitment

The 2030 Agenda for Sustainable Development is a programme of action for people, the planet and prosperity, launched by the United Nations in 2015. It defines 17 Sustainability Development Goals (SDGs) in turn divided into 169 targets. To achieve the SDGs objectives, an important involvement of all the stakeholders that can contribute, such as institutions, governments, citizens, companies as well as, more generally, society, is required.

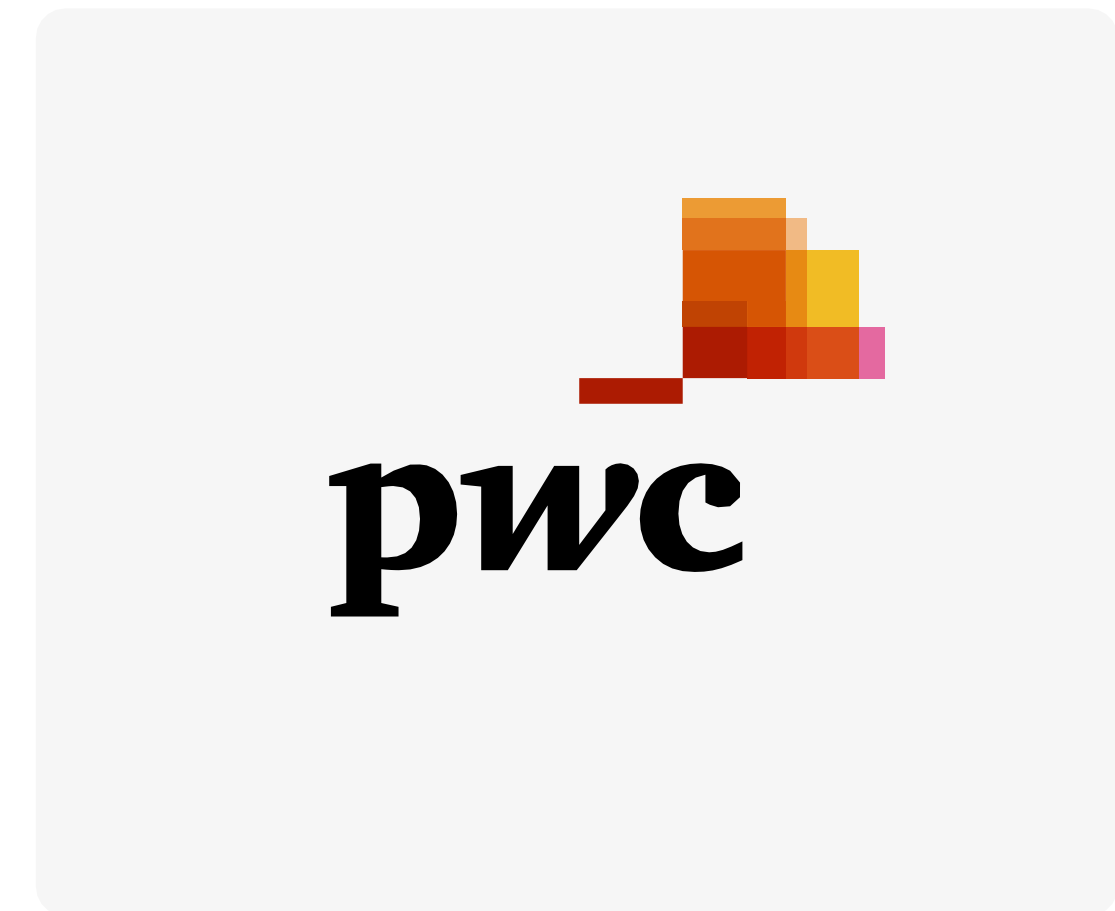
Cambiaso Risso Marine has also decided to take part in this programme. To this aim, it has analysed the targets of the 17 SDGs and identified the objectives to which it can best contribute with its business. The eight identified SDGs are provided below.

These objectives are closely linked to the material topics identified by the Company. In the side table it is reported the correlation between the material topics and the identified SDGs.

POSEIDON PRINCIPLES

	3	4	5	8	11	12	13	16
EMPOWERMENT AND CARE OF OUR PEOPLE		✓	✓	✓				
CORPORATE WELFARE	✓							
RESPONSIBLE ECONOMIC GROWTH				✓				
INTERNATIONALISATION				✓				
ENVIRONMENTAL PERFORMANCE MANAGEMENT						✓	✓	
ETHICS AND COMPLIANCE								✓
SOCIAL TOPICS MANAGEMENT					✓			
SERVICE QUALITY AND CUSTOMER SATISFACTION			✓					

Table 1. Correlation of Sustainable Development Goals to material topics





ORION INSURANCE GROUP

 CAMBIASSO RISSO
GROUP

 VITA

 ORION

Address:

Office 2201 Floor 22nd
Al Habtoor Business Tower
Dubai Marina, Dubai UAE
PO box 25444

Contact Details:

M. +971 50 396 7813
P. +971 4 369 7287

Email:

nick.little@orion-group.ae

Website:

www.orion-group.ae