



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

We focus on the entire commodity 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.

Product Offerings

Traditional insurance procurement for trader houses to mitigate supply chain risks associated with transport, storage and credit, now embraces enterprise risk management modeling to integrate asset protection insurance with operations, dispute resolution management and board level liability cover. We will involve multiple markets to design the optimum insurance delivery.

Marine Transit

- ⊙ Goods In Transit
- ⊙ Storage
- ⊙ Stock
- ⊙ Throughput
- ⊙ War
- ⊙ Piracy

Liability

- ⊙ Storage
- ⊙ Chartering
- ⊙ Employers
- ⊙ Product
- ⊙ Management And Directors

Political

- ⊙ War, Terrorism and Sabotage
- ⊙ Political violence

Financial

- ⊙ Credit Default
- ⊙ Cyber Risk & Business Interruption
- ⊙ Repo

Disputes

- ⊙ Advisory
- ⊙ Litigation Insurance

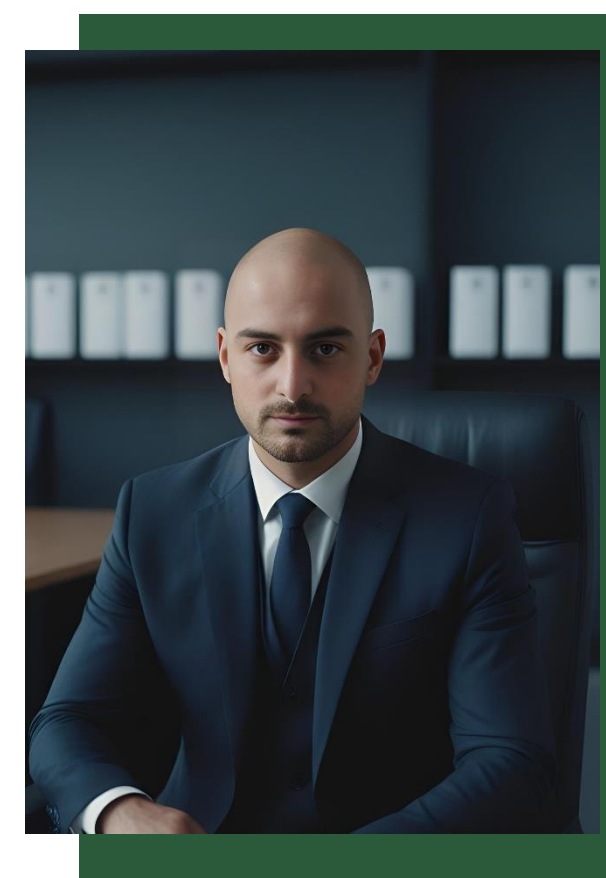
Commodity Team



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.



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.

The Orion Group includes Cambiaso Risso as a strategic partner who provide a network of global offices 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.

Commodity Team



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.

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

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

Commodity Team



With over 30 years of experience in risk management across global markets, Bhoovarahan Desikan – known to many as Bhoova - is a seasoned expert in structuring insurance solutions for the complex world of commodity trading and shipping.

His career includes insurance leadership roles at major firms Noble Group, Adnoc Global Trading, and Univan where he managed the insurance and risk portfolios. Bhoova also worked for a period with Marsh Hong Kong.

His remit with the Orion Group is expanding the Marine, Cargo, Trade Credit, and Financial Lines book.

Bhoova is an Associate of the Chartered Insurance Institute (ACII) and Associate in Risk Management (ARM) and Fellow of Institute of Chartered Shipbrokers.

Bhoovarahan Desikan
Senior Broker Marine, Specialty Lines
Email: bhoova.desikan@crorion.com

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.



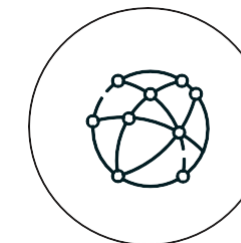
Our MENA operations are supported by a strategic alliance with Cambiaso Riso, a 75-year established broker house and one of the leading international marine brokers.



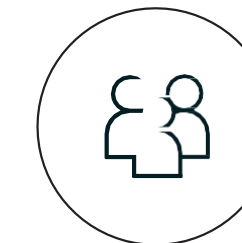
Orion Insurance Group



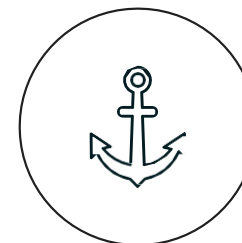
75 years in the
insurance
business



19 offices
worldwide



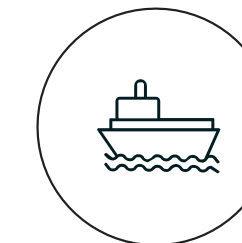
304 group
number of
employees



150 marine
brokers



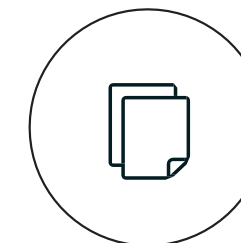
30 P&I
Specialists



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

Orion Insurance Group provides proactive claims support.
Our ability to manage claims from first notification to settlement is unrivalled.



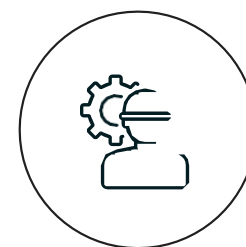
24/7 emergency
response team



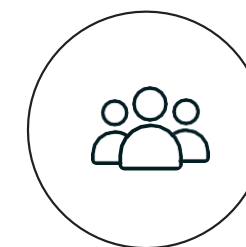
Over **40 years**
of experience



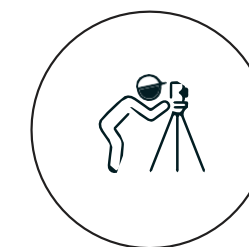
In-house
qualified
lawyers



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



ANGELICOUSSIS
GROUP



إمارات ماري تايم
Emarat Maritime



COSTAMARE INC.

Centrofin
Management Inc. 



أدنوك
ADNOC

J.P.Morgan
ASSET MANAGEMENT



GRIMALDI GROUP

GULF
NAV



MINERVA MARINE Inc.

EASTERN
PACIFIC
SHIPPING 



MONTFORT



ADITYA BIRLA
GLOBAL TRADING

CYRUS
OIL & GAS
A Division Of Cyrus Group

VarnOil
INTERNATIONAL



F O R T
E N E R G Y



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.



CORRELATION OF SDGS TO MATERIAL TOPICS

	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





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