



## Orion Yacht Insurance Profile



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# About Orion Insurance Group

**Orion Insurance Group is a Dubai based insurance broker business dedicated to the Yacht, Marine, Energy, Logistics, Aviation, Shipping and Commodity Trade sector.**

Our Yacht team is exceptional. We have forged specialized hired expertise from the industry sector with experienced risk insurance brokers to create a boutique insurance offering dedicated to the Yacht sector.

Together with our Monaco based strategic partners Cambiaso Risso, the Orion Insurance Group insures over 300 Super Yachts placed across the major insurance markets and supported by a dedicated yacht claims team.

# P&I Offering

Insurance against third party liabilities arising from:

- Wreck removal.
- Pollution
- Collision
- Marina damage
- Crew (for illness, injury or death) liabilities arising under contract or law
- Watersport
- War risks.

Our Group is one of the leading yacht brokers to the International Group P&I Club insurers and fixed premium P&I insurance market.

The Dubai team is headed by a former P&I Club Director and supported by a Cambiaso Risso dedicated P&I team in London.

Using our team of P&I experts we routinely handle everyday crew claims to more serious collision and marina property accidents.

# Hull and Machinery Offering

Tailor made insurance solutions to protect your Yacht against physical losses due to:

- Perils of the sea (grounding, heavy weather, negligence of the master and officers, etc).
- Failure to vessel working mechanism (Mechanical breakdown, electrical failure, derangement of machinery, latent defect).
- War risk.

Our HM insurance offering includes:

- Access to all major leading superyacht Underwriters including specialized Lloyd's Syndicates, London and offshore markets.
- Long-standing underwriting authorities within Lloyd's, as a 25 year old Lloyd's broker.
- Policy wording designed to meet superyacht's owner expectations in terms of reliability and cost effectiveness.
- Dedicated team in Monaco, London, Genoa and Dubai, with long term experience and connections within superyachts market.

# Crew Welfare Offering

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- **Personal Accident (based on Lloyd's scale) including salary indemnity after accident and illness**
  - **Medical expenses including travel expenses**
  - **Dental and optical limited in case of emergency or after bodily injury.**
  - **24/7 multilingual assistance service – worldwide – for hospitalisation, rescue, et.**
  - **Security 100% Lloyd's broker's teams with years of experience in advising clients and handling claims.**
  - **No intermediaries: direct placement with P&I Clubs and specialist Lloyd's Syndicates.**
  - **Exclusive wording developed internally and flexible to meet clients evolving demands.**

# The Team



**Nick Little**  
**Managing Director**  
**Email: [nick.little@crorion.com](mailto:nick.little@crorion.com)**

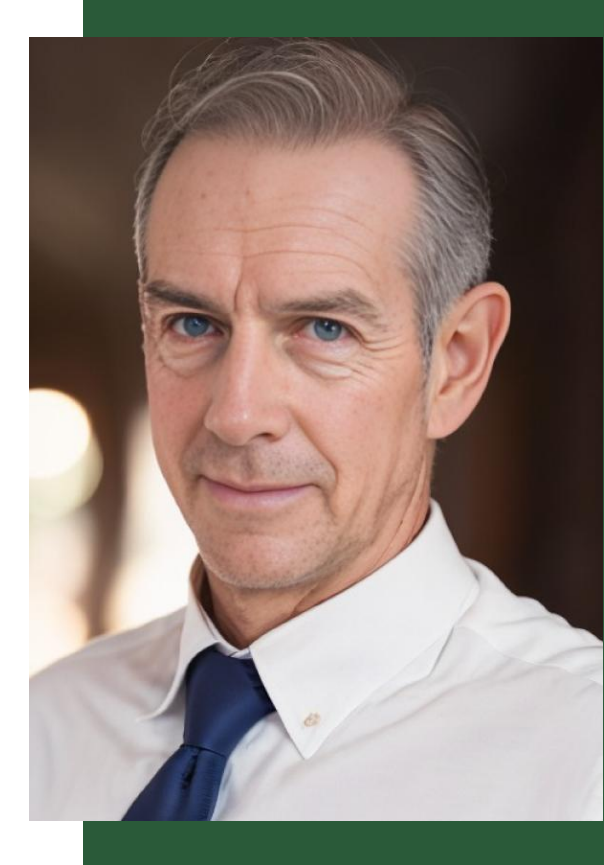
Nick has 40 -year long career in the marine, shipping and yacht insurance industry, including P&I underwriting and broking during which he held Senior Management roles in the UK and Greece. Nick now heads up the Group's MENA operations and is instrumental in driving the Yacht practice with a team of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



**Giovanni Galeppini**  
**Business Development**  
**Email: [giovanni.galeppini@cryachting.biz](mailto:giovanni.galeppini@cryachting.biz)**

Giovanni is a quintessential yacht insurance broker who, under the leadership of Nick, heads up the business development and client relationship team.

Giovanni effortlessly manages Orion's relationship with its ultra-high-net-worth clients, their family offices and yacht management companies to ensure that every client receives the best bespoke insurance cover which is unique to super yacht ownership risks and challenges.



**David Smeulders**  
**Specialist Line Broker**  
**Email: [david.smeulders@crorion.com](mailto:david.smeulders@crorion.com)**

David's 40 year extensive experience in the marine industry, 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 the yacht, bunker and commodity trader sector, forging his business focused understanding of the industry dynamics with tailored insurance solutions that meet each client's specific requirements.

# The Team



**Matteo Pescatori**  
**Senior Marine Broker**  
**Email: [matteo.pescatori@crorion.com](mailto: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 the yacht sector. Matteo's London experience is invaluable to the Orion team in designing tailored Yacht policy terms and advising on markets using the CR offices.



**Ralda Dia**  
**Assistant Broker**  
**Email: [ralda.dia@crorion.com](mailto:ralda.dia@crorion.com)**

Ralda is a key person in the yacht team responsible for the smooth operation of Orion's yacht broker business to ensure that we deliver an attentive service to the clients.

As such Ralda draws on her 6-year yacht insurance broker experience to co-manage the Hull & Machinery, P&I, War Risks, and other specialized yacht policy placements including tailored crew covers, K&R, charter risks and fine art. She is also instrumental in managing the crew claims and troubleshooting problems



**Bruno Rodella**  
**Specialist Line Broker: Yachts and Aviation**  
**Email: [Bruno.rodella@crorion.com](mailto:Bruno.rodella@crorion.com)**

Bruno is dedicated to business development across Orion's aviation and yacht class of business. With expertise in the MENA and Indian markets, Bruno has built a strong UHNWI network.

Applying his entrepreneurial mindset and understanding of the yacht and aviation market dynamics, Bruno excels in luxury trade and project-based insurance concepts.

# Our Regional & Global Operations

Orion Insurance Group is an established MENA branded insurance broker business dedicated to the marine, yacht, aviation, 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.

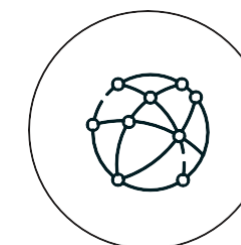
Our MENA operations are supported by a strategic alliance with Cambiaso Riso a 75-year established broker house and one of the leading international marine and yacht brokers.



# Orion Insurance Group



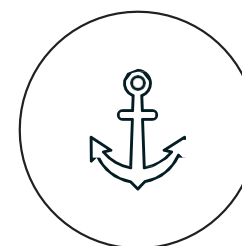
**75 years** in the  
insurance  
business



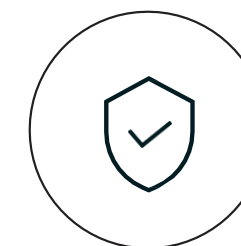
**19 offices**  
worldwide



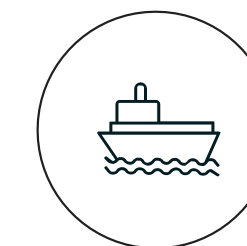
**304 group**  
number of  
employees



**150 marine**  
brokers



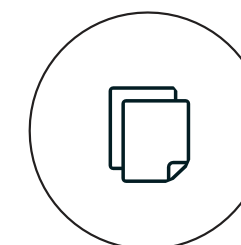
**30 P&I**  
Specialists



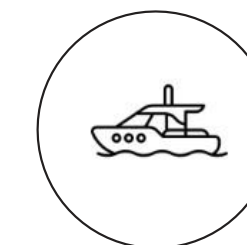
**11,500 vessels**  
insured  
annually



**700M USD**  
Insurance  
Premium placed



**1,450 claims** per  
year  
successfully



**500 Yachts**  
Combined value  
of USD 4.5  
Billion

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# Global Network

- 📍 Cambiaso Risso Marine, Italy
- 📍 CR International, United Kingdom
- 📍 CR Nordic, Norway
- 📍 CR Asia, Singapore
- 📍 CR Sigorta, Turkey
- 📍 Leonhardt & Blumberg, Germany
- 📍 Trident Special Risks, Germany
- 📍 CR Marine LLC, USA
- 📍 Orion Insurance Group, UAE
- 📍 Fender S.A., Greece



# Service Value: Claims

CR is renown 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



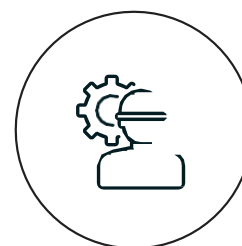
**24/7** emergency  
response team



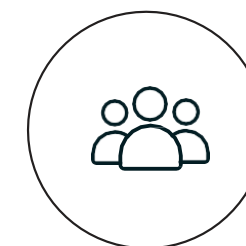
Over **40 years**  
of experience



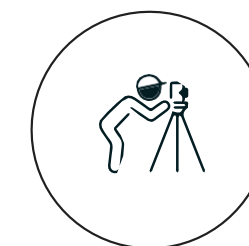
**In-house**  
qualified  
lawyers



**In-house** marine  
engineers



**Over 50** claim  
handlers



**Large panel** of  
surveyors

# ESG: Sustainability report –Audited by PWC



**The 2030 Agenda and Cambiaso Rizzo 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 Rizzo 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**

**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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