

# Aon Marine

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The marine industry is complex, occasionally volatile, constantly evolving and presents considerable risk. Aon's marine expertise is unique in the industry, providing comprehensive and flexible solutions for our clients' global operations.

Aon's marine team works in partnership with some of the world's leading names in the marine industry, including shipping companies, shipyards, port & terminal operators, cruise lines, logistics firms and cargo exporters & manufacturers. We work with our clients to help them understand and manage their risk exposures.

## Unrivalled Expertise

Aon's global marine team is made up of over 600 dedicated marine professionals in more than 50 territories around the world. Our expertise is well-positioned in all the major marine insurance and shipping centres. Partnering with Aon guarantees a deep understanding of your local and global needs.

## Global Strength

You can be assured that Aon will negotiate from a position of strength and knowledge with regional and global marine markets to best suit your requirements. Aon's global marine team places in excess of USD2 billion marine insurance premiums to the global insurance markets, including more than USD230 million of mutual and fixed premium into the P&I markets, making Aon the world's leading P&I broker and consultant.

We combine this volume base leveraging with sophisticated models and analytic tools, analysing our clients' approach to risk in order to:

- provide competitive premiums by identifying the optimum market conditions through GRIP (Global Risk Insight Platform), our unmatched and unique market intelligence platform
- provide accurate and current benchmarking against your peers
- ensure our clients achieve the optimum balance between risk retention and risk transfer

## Product Knowledge

Aon's marine professionals have in-depth knowledge of all aspects of the marine industry:

- Hull & Machinery
- Hull Interests (including Increased Value, Freight Interests, Mortgagees Interests, War, etc.)
- Marine Kidnap & Ransom
- Ports & Terminals
- Loss of Hire and other Business Interruption products
- Shipyard Construction
- Protection & Indemnity
- Charterers' Liability
- General Marine Liability (including extended P&I cover, social responsibility and other frustrated legal liability products)
- Cargo, Stock Throughput and Logistics
- Comprehensive Claims Services (including consulting, advocacy and collection)
- Average Adjusting

## We're here to empower results

To learn more about how we can create custom solutions for your organisation, please contact:

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In addition, our marine clients have access to a broad compendium of product expertise under other Aon industry specialty groups, solutions, or products including but not limited to:

- Captive Feasibility, Development and Management
- Crisis Management (Political Risk, Terrorism and Kidnap for Ransom)
- Safe Travel Consulting
- Piracy Prevention & Response, Armed & Unarmed Escort Services
- Directors & Officers Insurance
- Employee Consulting & Insurance

### Aon Marine Asia

Aon's marine team in Asia consists of over 50 experts focused on providing risk solutions to the marine industry. With key hubs in Singapore, Beijing, Shanghai, Hong Kong, Taipei and Seoul, we deliver tailored marine solutions to some of the region's largest ship owners, shipyards, ports & terminals, manufacturers & traders and major construction projects.

### About Aon

Aon plc (NYSE:AON) is a leading global professional services firm providing a broad range of risk, retirement and health solutions. Our 50,000 colleagues in 120 countries empower results for clients by using proprietary data and analytics to deliver insights that reduce volatility and improve performance.

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