

# ALTERISK Insurance Broker Ltd. Company Presentation

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## General Information

Our Company was established in 2006 and registered as legal entity on August 17, 2006. On July 23, 2007 Federal Service of Insurance Supervision, having considered the application for insurance brokerage license and documents attached thereto decided to issue license for insurance brokerage activities to our company.

Our company provides services related to conclusion and maintenance of insurance and reinsurance agreements:

- analysis of client requirements,
- development of (re)insurance program,
- selection of (re)insurance companies,
- preparation of (re)insurance documents,
- claims handling.

Our company's activities are controlled and carried out in accordance with the Law on Insurance in Russia, the Civil Code of Russia (Chapter 48) and the license of insurance brokerage activities.

We are acting as placing broker and provide support of Russian insurance and reinsurance companies to our clients.

Having experience and knowledge we provide our clients with high quality brokerage services in following areas of business:

- Aviation Insurance,
- Marine Insurance,
- Yacht Insurance,
- Reinsurance.

## Aviation Insurance

In the area of aviation insurance we provide our clients with support of Russian insurers in following types of insurance:

- Aviation Hull Insurance:
  - Hull, Engines, Spare Parts etc.
- Aviation Liability Insurance
  - Third Party Liability, Passenger Liability, Cargo Liability etc.
- Crew Personal Accident Insurance

We are working with well-known and experienced underwriters:

- Ingosstrakh – BBB- (Stable) Rating from Standard & Poor's
- Russian Insurance Center – B (Positive) Rating from Fitch Ratings
- AlfaStrakhovanie – BB- (Negative) Rating from Fitch Ratings
- Lexgarant – B (Stable) Rating from Standard & Poor's
- SOGAZ – BB (Stable) Rating from Fitch Ratings and BB+ (Stable) Rating from Standard & Poor's

## Marine Insurance

As for marine insurance we provide our clients with support of Russian Market in various types of marine insurance such as:

- Marine Hull Insurance
  - Hull & Machinery Insurance
  - Builder's Risks Insurance
  - Voyage Insurance (including voyages under tow)
  - Port Risks Insurance
  - War Risks Insurance
- Marine Protection and Indemnity Risks
- Crew Personal Accident Insurance

Our clients are insured by highly experience Russian marine underwriters:

- Military Insurance Company
- Rosgosstrakh
- Ingosstrakh – BBB- (Stable) Rating from Standard & Poor's
- Russian Insurance Center – B (Positive) Rating from Fitch Ratings
- AlfaStrakhovanie – BB- (Negative) Rating from Fitch Ratings
- ROSNO – part of Allianz

We could approach other Russian insurers if our client will decide to do so.

## Yacht Insurance

In 2009 our company placed facility with Rosgosstrakh in yacht insurance. Under this facility agreement we could provide insurance cover for yachts with following limits:

- Hull & Machinery: €US\$ 2 500 000,00
- Tender: €US\$ 25 000,00
- Personal Property: €US\$ 25 000,00
- Medical Expenses: €US\$ 25 000,00
- Uninsured Boaters: €US\$ 100 000,00
- Protection & Indemnity: €US\$ 3 000 000,00
- Crew Liability: €US\$ 1 000 000,00 per accident, but limited by €US\$ 100 000,00 per person
- Passenger Liability: €US\$ 3 000 000,00 per accident, but limited by €US\$ 100 000,00 per person
- Pollution: €US\$ 250 000,00
- Electronics: 10% of Hull Value

Each application for insurance is considered individually by the Insured but settlements are made on monthly basis.

Also we provide our clients with insurance support from ROSNO.

## Reinsurance

On Reinsurance side we are placing international risk from various parts of the World within Russian reinsurance companies. Reinsurance is arranged on Facultative or Treaty basis.

Our security list for reinsurance as follows:

- Ingosstrakh – BBB- (Stable) Rating from Standard & Poor's
- Russian Insurance Center – B (Positive) Rating from Fitch Ratings
- AlfaStrakhovanie – BB- (Negative) Rating from Fitch Ratings
- Lexgarant – B (Stable) Rating from Standard & Poor's
- GEFEST – B+ (Stable) Rating from Fitch Ratings
- Moscow Re – BB (Stable) Rating from Standard & Poor's
- SOGAZ – BB (Stable) Rating from Fitch Ratings and BB+ (Stable) Rating from Standard & Poor's
- Transsib Re – B- (Stable) Rating from A.M.Best and BB- (Negative) Rating from Fitch Ratings
- Unity Re – BB- (Positive) Rating from Standard and Poor's

We could approach other Russian insurers if our client will instruct us to do so.