

FIXED PREMIUM P&I COVER



To meet the needs of operators of smaller vessels, the West of England has developed a tailor-made fixed premium liability insurance product offering P&I cover in accordance with Club Rules, coupled with full claims handling support. This offers shipowners a wide scope of cover whilst maintaining the high-level service capability for which the West of England is renowned, including access to a worldwide network of correspondents and experts together with the ability to offer Club letters of guarantee.

Shipowners operate in an increasingly litigious environment where liability exposure continues to become ever more burdensome. The scope and structure of our fixed premium owner's P&I cover has therefore evolved in line with their changing needs.



Who can be insured?

Our global product is designed for small ships and inland craft.

Types of ships which are particularly suited to our fixed cover product include:

- Tugs
- Barges
- Offshore units including OSV's, crew and utility boats
- Dredgers
- Small bulk carriers
- Small container and general cargo ships
- Small clean and dirty tankers
- Ro-Ro
- Fishing boats
- Small passenger vessels

The product is suitable for most types of trade, whether it be liner operations, or conventional tramp market chartering. Please note that US flagged ships are the only exclusion of this facility.

P&I Risks

The shipowner is insured for a variety of risks which include but are not limited to:

- Injury, illness or death of seafarers, passengers and other persons on board
- Diversion
- Life salvage
- Collision and FFO (Fixed and Floating Object) damage
- Pollution
- Customary towage
- Wreck removal
- Unrecoverable GA contributions
- Fines and civil penalties
- Confiscation of vessels

Our focus is on small craft which usually means less than 10,000 GT

- Cover placed as a single package with one policy
- Single aggregate limit per incident
- We offer variable limits up to USD 1 billion
- Ability to tailor the product to specific heads of cover which best accommodate a shipowner's needs

We also issue:

- PLR certificates
- MLC certificates
- CLC
- Bunker Convention and
- Removal of Wreck blue cards

Our guarantees and blue cards are accepted worldwide by all flag states.

Extended liability covers for Owners:

The Club also offers a wide range of additional cover for liabilities which fall outside the Club's normal P&I Rules, which can be dovetailed with the owner's fixed policy to provide an extensive, seamless insurance product tailored to their individual needs.

These can include:

- Extended Cargo liabilities
- Cargo liabilities under contracts on terms less favourable than Hague/Hague Visby.
- Extended crew liabilities
- Liability to pre-delivery crew
- Contractual liability cover
- Extended towers liability
- Specialist Operations liabilities such as construction, dredging, pipe-laying, cable-laying or well-stimulation
- Salvors' liability
- Obstruction of waterways for inland craft.



Freight, Demurrage and Defence

The Club's normal Freight, Demurrage and Defence cover forms part of the package although it is rated and charged separately. Freight, Demurrage and Defence insurance provides cover for legal costs and expenses for contractual and other commercial disputes, as well as legal advice and assistance.

The type of disputes where cover for legal costs may be provided under Freight Demurrage and Defence Cover include but are not limited to the following:

- outstanding freight
- off hire
- unrecovered demurrage
- detention costs and other sums due under charterparties

- disputes relating to hull and machinery and other insurance policies
- sales and purchase and new building contracts
- disputes with agents

Freight, Demurrage and Defence insurance provides cover for legal costs for both defending and prosecuting legal disputes.

FD&D Limit of Liability

The standard limit of cover provided in respect of FD&D risks is USD \$10 million in the aggregate in respect of any one incident and any one vessel, but other limits (up to a maximum of USD \$15 million in the aggregate) can be arranged as required.



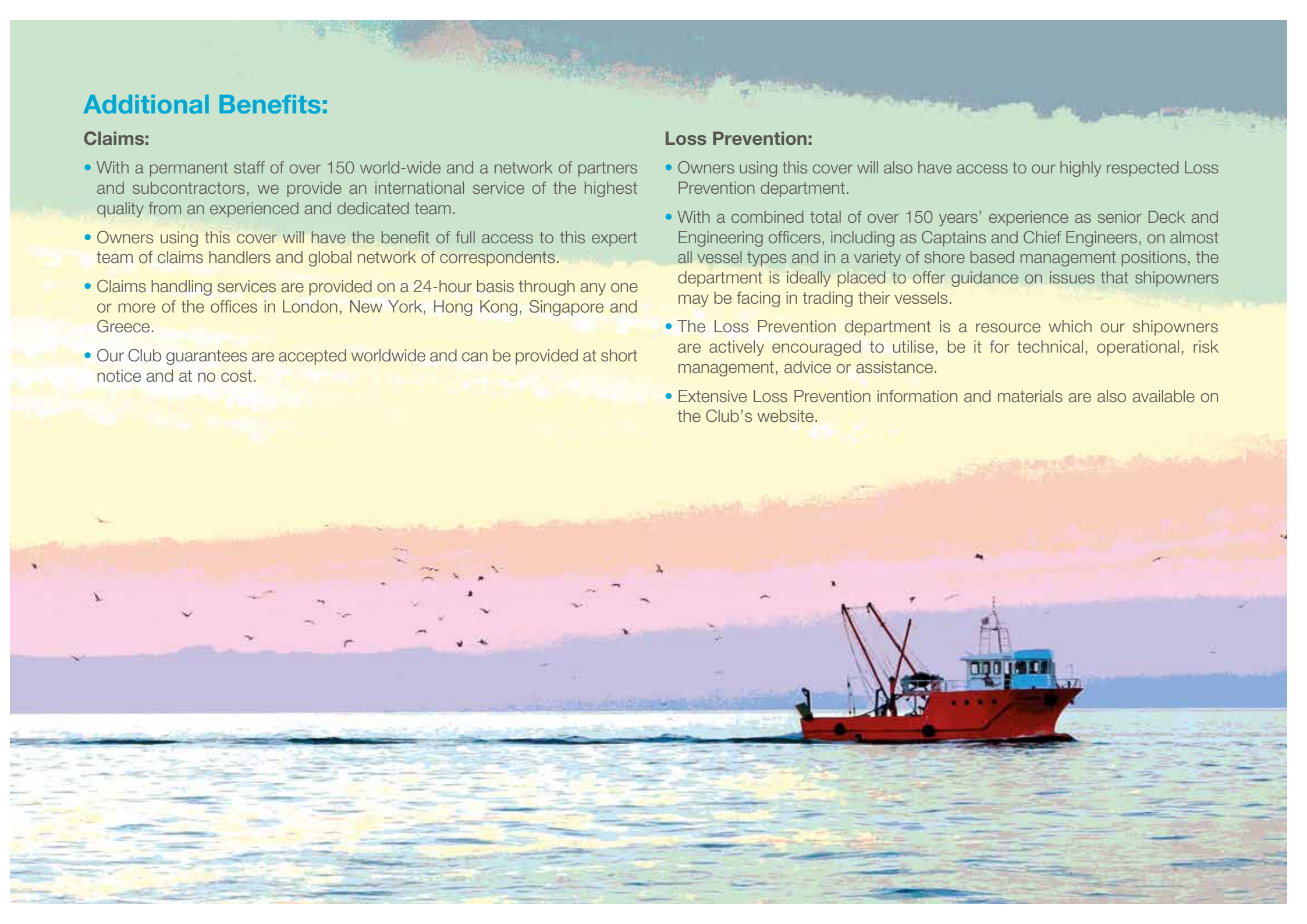
Additional Benefits:

Claims:

- With a permanent staff of over 150 world-wide and a network of partners and subcontractors, we provide an international service of the highest quality from an experienced and dedicated team.
- Owners using this cover will have the benefit of full access to this expert team of claims handlers and global network of correspondents.
- Claims handling services are provided on a 24-hour basis through any one or more of the offices in London, New York, Hong Kong, Singapore and Greece.
- Our Club guarantees are accepted worldwide and can be provided at short notice and at no cost.

Loss Prevention:

- Owners using this cover will also have access to our highly respected Loss Prevention department.
- With a combined total of over 150 years' experience as senior Deck and Engineering officers, including as Captains and Chief Engineers, on almost all vessel types and in a variety of shore based management positions, the department is ideally placed to offer guidance on issues that shipowners may be facing in trading their vessels.
- The Loss Prevention department is a resource which our shipowners are actively encouraged to utilise, be it for technical, operational, risk management, advice or assistance.
- Extensive Loss Prevention information and materials are also available on the Club's website.



Why West of England?

**SERVICE
IS OUR
STRENGTH**

The West of England is a leading marine insurer providing its worldwide membership with liability insurance and related services. It is a Member of the International Group of P&I Clubs.

At West of England we also safeguard and promote our Members' interests in many other areas of their business. We believe that protection for our Members is as important as the indemnity insurance we provide. To provide both we are responsive to our Members' needs and proactive in looking after their interests, enabling them to more easily achieve their business goals.

Our Strengths:

- An international Club with a global membership.
- A worldwide office network providing dedicated underwriting, claims and loss prevention service to Members.
- Rated A- by Standard & Poor's.

Your Underwriter:



Damian Mustard

Phone: **+44 (0)20 7716 6016**

Mobile: **+44 (0)79 8563 3522**

Email: **Damian.Mustard@westpandi.com**

Damian is a qualified South African lawyer and also holds a Master's degree in Shipping and International trade law. His career started as a marine liability underwriter and since 2004 he has been underwriting both mutual and fixed business.

Registered office

31 Grand-Rue
L-1661 Luxembourg
G.D. Luxembourg
T: +352 4700671

UK (London)

Tower Bridge Court
226 Tower Bridge Road
London SE1 2UP
T: +44 207 716 6000

Greece (Piraeus)

Akti Miaouli 95
1st Floor
185 38 Piraeus
T: +30 210 4531969

Singapore

77 Robinson Road
Level 15-01, Robinson 77
Singapore 068896
T: +65 6403 3885

Hong Kong

1302 China
Evergrande Centre
38 Gloucester Road
Wanchai, Hong Kong
T: +852 2529 5724

USA (New York)

1350 Avenue of
the Americas
2nd Floor, New York
NY 10019
T: +1 917 733 2584