



# REINSURING WHAT MATTERS

International Division

Your Reliable Reinsurance Partner

# About ADNIC

- Established in 1972 as the first National Insurance company of Abu Dhabi
- We are one of the leading composite insurers in MENA region
- Rated 'A' with stable outlook by S&P
- Rated 'A' (Excellent) with stable outlook by A. M Best
- Chief Executive Officer: Mr. Charalampos Mylonas (Haris)
- Website: [www.adnic.ae](http://www.adnic.ae)

# About International Division

- Established on 1<sup>st</sup> March 2015
- Located in Maze Tower, Dubai close to the DIFC
- An experienced team of dedicated and qualified Underwriters
- We write risks related to the following sectors:
  - Energy
  - Industrial & Commercial Property
  - Power Generation
  - Engineering & Construction
  - Liabilities & Financial Lines
  - Marine Hull & Cargo (MENA only)
- Capacity is deployed on QS and/or Excess of Loss basis
- Global appetite excluding North America and Japan

## Management

Name	Designation	E-mail	Mobile
Nabil Ben Azzouz	Senior Vice President – International	<a href="mailto:n.azzouz@adnic.ae">n.azzouz@adnic.ae</a>	+971 56 4188503

## London Office

ADNIC established its subsidiary in London under the name of ADNIC International Ltd. to support the expansion strategy of our International Division.

To learn more about ADNIC's risk appetite and capabilities, London market may contact Paul Dowling.

Name	Designation	E-mail	Contact Details
Paul Dowling	Head of International Reinsurance Business Development	<a href="mailto:p.dowling@adnic.ae">p.dowling@adnic.ae</a>	ADNIC International Ltd., The Leadenhall Building 30th floor, EC3V 4AB Land line: +44 (0) 203 7534 686 / 687 Mobile : +447 79 2450282



# Risk Appetite Property

## Preferred Risks

### Commercial Property Risks

- Airport terminals
- Banks, hospitals, hotels, malls, residential and offices complexes, mixed use developments, etc.
- Stadiums and sports complexes
- Telecommunications companies

### Industrial Risks

- Desalination & water treatment plants
- Cement plants
- Automobile plants
- Glass manufacturing plants
- Sugar manufacturing and refining plants
- Mining risks (open pit only)
- Food industry
- Heavy metal industry (Steel/Iron/Aluminium)
- Chemical and related manufacturing plants

### Power

- Conventional power plants
- Hydro power plants
- Combined cycles/Simple cycle power plants
- Renewable Energy, Wind and Solar power plants

### Commercial Risks

Ports & terminals

## Outside Appetite Risks

- Freight forwarders
- Plastic, pulp & paper, paint, wood, explosives, rubber, textile and semi-conductors/wafer plants
- Standalone warehouses/storage risks

- Minimum premium requirement : USD 20,000 for our line

## Capacity

### MENA

Up to USD 100 Million

### RoW (Outside MENA)

Up to USD 30 Million

## Key Contacts

### Name

Rahul Vispute

Mohammed Bohra

Sudarshan Balakrishna

### E-mail

r.vispute@adnic.ae

m.bohra@adnic.ae

s.balakrishna@adnic.ae

### Direct Line

+971 45 154880

+971 45 154894

+971 45 154840

### Mobile

+971 50 3614425

+971 52 8013816

+971 56 2804765



# Risk Appetite Energy

## Preferred Risks

### **Downstream Energy Risks**

Oil refineries  
Petrochemicals  
Gas processing, fertilizers  
Gas treatment  
LNG  
Pipelines, terminals

### **Upstream Energy Risks**

Exploration and production of hydrocarbons assets and activity  
Upstream offshore construction  
Operator's Extra Expense  
Oil Rigs (onshore and/or offshore)

### **Outside Appetite Risks**

Standalone BI/LOPI/LOH  
Standalone DSU for offshore construction  
Offshore construction projects with subsea works only

- Minimum premium requirement: USD 20,000 for our line.

## **Capacity**

### **MENA**

Up to USD 80 Million

### **RoW (Outside MENA)**

Up to USD 40 Million

## **Key Contacts**

### **Name**

Shibaji Karmaka  
Rami Abbas

### **E-mail**

s.karmakar@adnic.ae  
r.abbas@adnic.ae

### **Direct Line**

+971 45 154890  
+971 45 154828

### **Mobile**

+971 58 9230987  
+971 58 1309879



# Risk Appetite Engineering & Construction

## Preferred Risks

- Airports
- Building (hotel, malls, universities, hospitals, mixed used developments, etc...)
- Stadiums and sports complexes
- Railways and metro lines
- Water and/or sewerage treatment plants
- Power plants: conventional/renewable onshore (wind farms, solar PV)
- Heavy industrial plants (cement, steel, iron, aluminium, etc...)
- Oil and gas risks (refineries, initial processing plants, LNG/LPG plants, petrochemical plants, tank farms, etc...)
- Manufacturing plants and assembly lines
- Others, on case by case basis

## Outside Appetite Risks

- Offshore works (located in open waters not connected to the land/cost and outside 3 miles zone)
- Standalone fit-outs/MEP works and maintenance and/or job orders contracts
- Risks utilising unproven technologies and/or prototype machinery/equipment
- CPM cover for standalone TBMs

- Minimum premium requirement for our line: USD 20,000

## Capacity

### **MENA**

Up to USD 75 Million

### **RoW (Outside MENA)**

Up to USD 30 Million

## Key Contacts

### **Name**

Kulwinder Singh

### **E-mail**

k.singh@adnic.ae

### **Direct Line**

+971 45 154819

### **Mobile**

+971 54 4513200



# Risk Appetite

## Marine Hull & Machinery (MENA only)

### Preferred Risks

- Tankers (VLCC, chemical carriers, LNG/LPG carriers, etc.)
- General cargo vessels (Dry cargo ships, bulk carriers, barge carriers, etc.)
- Port crafts/harbour vessels (tug boats, pilot boats)
- Offshore support vessels (anchor handling tugs, supply vessels, survey vessels, etc.)
- Yachts
- Research vessels

### Outside Appetite Risks

- P & I Risks
- Fishing vessels
- Standalone fleet of container ships

- Minimum premium requirement: USD 25,000 for our line.

### Capacity

#### **MENA**

Up to USD 25 Million

### Key Contacts

Name	E-mail	Direct Line	Mobile
Seshu T. Raman	s.raman@adnic.ae	+971 45 154895	+971 56 4173233



# Risk Appetite

## Marine Cargo (MENA only)

### Preferred Risks

- Chemicals
- Oil
- Steel/Iron bars
- Vehicles
- Wheat/Grains
- Electronics
- Cement
- Ore/Minerals
- Electrical and Mechanical items/components

### Outside Appetite Risks

- Livestock
- Stock throughput policies
- Ocean tows
- Long distance shipment on barges

- Minimum premium requirement: USD 15,000 for our line

### Capacity

#### **MENA**

Up to USD 25 Million

### Key Contacts

#### **Name**

Seshu T. Raman

#### **E-mail**

s.raman@adnic.ae

#### **Direct Line**

+971 4 515 4895

#### **Mobile**

+971 56 417 3233

# Risk Appetite

## Liabilities and Financial Lines

### Commercial General Liability/Public & Product Liability

#### Preferred Risks

- Energy risks
- Manufacturing risks
- Engineering/Construction projects
- Industrial risks
- Commercial risks

#### Outside Appetite Risks

- Pharmaceuticals and medical products
- Product recall and guarantee
- Airside liability /or Aviation liability
- Fireworks and explosives
- Marine liabilities
- underground works like Mining, Tunneling, etc.
- US and Canada domiciled operations

#### **Capacity**

- Middle East and North Africa [MENA] – up to USD 15,000,000 AOO
- Asia, Africa, Turkey and CIS Countries – up to USD 7,500,000 AOO

### Professional Indemnity

#### Preferred Risks

- Architects and Engineers (construction)
- Project management consultants
- Construction supervision
- Medical malpractice – MENA only

#### Outside Appetite Risks

- Actuarial consultants
- Insurance and reinsurance companies and brokers
- Financial Institutions
- Auditors

#### **Capacity**

- Middle East and North Africa [MENA] – up to USD 15,000,000
- Asia, Africa, Turkey and CIS Countries –up to USD 7,500,000

- Minimum premium requirement: CGL : USD 10,000 for our line, SPPI : USD 20,000 for our line

### Key Contact

**Name**

Indu Sudeep

**E-mail**

i.sudeep@adnic.ae

**Direct Line**

+971 45 154878

**Mobile**

+971 50 3845869