



# **REINSURING WHAT MATTERS**

**International Division**

Your Reliable Reinsurance Partner

# About ADNIC



- Established in 1972 as the first National Insurance Company of Abu Dhabi
- Today, we are one of the leading composite insurers in MENA region
- Rated 'A-' with stable outlook by S&P
- ISO 9001:2015 certification by LRQA (Lloyd's Registered Quality Assurance)
- ISO 10002:2018 certification by LRQA (For the complaints handling)
- 2018 Gross Written Premium: AED 2.9 Billion
- Award winning performance:
  - Mohammed Bin Rashid Al Maktoum Business Excellence Award
  - Insurance Authority Award 2018 Best Company in resolving Insurance Disputes
  - The Corporate LiveWire Innovation and Excellence Award in 2015, 2017 & 2018
  - Best Insurance Company 2017 Banker Middle East Industry Awards
  - Best Business Product 2016, and Best Consumer Insurance Product 2015 from Banker Middle East Industry Awards
  - MEA Risk Insurance Excellence Award 2016
  - Best Mobile Experience at the Customer Festival Awards 2015
- [www.adnic.ae](http://www.adnic.ae)
- Chief Executive Officer: Ahmad Idris



# International Division

- Established on 1st March 2015
- We write commercial lines of business on **Global** basis excluding North America and Japan
- A dedicated and qualified team of 13 underwriters offering a collective experience of more than 150 years
- Not a separate legal entity; part of ADNOC sharing the credit rating 'A-' with stable outlook (S&P)
- Based in **Dubai**: Unit 804, Maze Towers, Opposite DIFC
- Centralised underwriting in Dubai
- Geographical Scope:
  1. Central America
  2. South America
  3. The UK
  4. Europe
  5. Middle East
  6. Africa
  7. CIS Countries
  8. Asia
  9. Australia and New Zealand
  10. Russia (subject to clearance of sanctions)
- In 2018, ADNOC wrote business in 97 countries
- Classes of business we underwrite:
  1. Energy (Upstream and Downstream)
    - Operational and Construction risks.
  2. Property (Commercial and Industrial risks)
  3. Power
  4. Engineering and Construction
  5. Marine Hull & Cargo
  6. Liabilities and Financial lines
- We offer capacity as Reinsurance and/or Retrocession
- We write Quota Share, Excess of Loss (XoL) and Buffer Layers but excluding Primary/Working layers
- Our position:
  - As a Lead/Follow Market for risks based in MENA region
  - As a Follow Market for risks based in RoW (outside MENA)
- For Marine Hull and Cargo risks, geographical scope is Worldwide
- Non Marine risks having extreme Nat Cat exposure &/or significant BI exposure, we prefer to write them on Buffer layers or Excess of Loss basis
- Capacity mentioned below can be deployed on PML/EML/Limit of Liability

## Management Team

Name	Designation	E-mail	Mobile
Vamshidhar Vanama	Head of International Division	v.vanama@adnic.ae	+971 50 617 2411

## London Office

ADNOC established its office in London under the trading name ADNOC International to support the expansion strategy of our International Division.

To learn more about ADNOC's risk appetite and capabilities, London market may contact Mr. Paul Hill.

Name	Designation	E-mail	Contact Details
Paul Hill	Chief Executive Officer	paul.hill@adnic.ae	ADNOC International Ltd., The Leadenhall Building 30th floor, EC3V 4AB Land line: +44 (0) 203 7534 686 / 687 Mobile : +44 (0) 77 1140 1186



# Risk Appetite

## Energy

### Acceptable Risks

#### Energy Upstream

- Exploration and production facilities (onshore and offshore)
- Offshore pipelines and sub-sea cables
- Offshore rigs (jack-ups)
- Onshore rigs (land drilling rigs)
- FPSO, FSO, etc.
- OEE (control of well) offshore and/or onshore

#### Offshore Construction

- Installation of platforms, sub-sea equipment and incidental exposures of sub-sea pipelines & cables

### Walk-away Risks

- Standalone brownfield projects
- Maintenance jobs
- Offshore construction projects covering primarily laying of sub-sea pipelines and cables unless presented on 'Excess of Loss' basis
- Standalone operational onshore pipelines

#### Energy Downstream

- Refineries
- Petrochemical plants
- Gas processing & liquefied natural gas plants

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

### Capacity

**MENA**  
Up to USD 100 Million

**RoW (Outside MENA)**  
Up to USD 40 Million

### Key Contacts

Name	E-mail	Direct Line	Mobile
Nabil Ben Azzouz	n.azzouz@adnic.ae	+971 4 515 4893	+971 56 418 8503
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# Risk Appetite Property

## Acceptable Risks on Quota Share

### Commercial Risks

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

### Industrial Risks

- Renewable energy – wind and solar power plants
- Desalination & water treatment plants
- Cement plants
- Automobile plants
- Glass manufacturing plants
- Sugar manufacturing and refining plants

## Acceptable Risks on Excess of Loss (incl. Buffer Layers)

### Commercial Risks

- Ports & terminals

### Attachment Point

USD 50/100 million

### Industrial Risks

- Power plants
  - Hydros
  - Combined cycle/Simple cycle/Thermal
- Manufacturing of electrical appliances, electronic components & semi-conductors
- Chemical and related manufacturing plants
- Mining risks
- Food industry
- Bulk drugs (pharma) plants
- Heavy metal industries (Steel/Iron)
- Heavy metal industries (Aluminium)

### Attachment Point

USD 250 million

USD 100 million

USD 500 million

USD 100 million

USD 250 million

USD 100 million

USD 100 million

USD 100 million

USD 200 million

### Walk-away Risks:

- Standalone warehouses
- Standalone power plants that are aged and/or having unproven technology
- Freight forwarders
- High risk occupancies such as plastic, paper, paint, wood, explosives, rubber and textiles

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

### Capacity

#### MENA

Up to USD 100 Million

#### RoW (Outside MENA)

Up to USD 30 Million

## Key Contacts

### Name

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# Risk Appetite Engineering & Construction

## Acceptable Risks

### *Civil Risks*

- Airports
- Buildings (hotels, malls, universities, mixed use developments, etc.)
- Infrastructure (roads, railways, drainage & sewerage networks, etc.)
- Ports/harbors/terminals and other similar wet works

### *Engineering Risks*

- Power plants
- Water treatment plants
- Cement plants
- Steel/aluminum/other metal plants
- District cooling plants
- Sewerage treatment plants
- Sugar manufacturing and/or refining plants
- Chemical manufacturing plants
- Assembly lines/manufacturing plants
- Oil & Gas plants (refineries, LNG plants petrochemical plants, tank farms, etc.)

## Walk away risks

- Dams/reservoirs
- Offshore works
- Standalone fit out works and maintenance jobs
- Mid term risks
- Tunneling works

Note: We offer Project-specific and Annual covers & Contractors Plant & Equipment Insurance.

- Minimum premium requirement for our line: Project insurance - USD 20,000 and Annual covers - USD 10,000

## Capacity

**MENA**  
Up to USD 100 Million

**RoW (Outside MENA)**  
Up to USD 30 Million

## Key Contacts

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# Risk Appetite

## Marine Hull & Machinery

### Acceptable 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.)
- Passenger vessels (ferries, cruise ships, etc.)
- Yachts
- Research vessels

### Walk-away Risks

- P&L risks
- Fishing vessels
- Standalone fleet of container ships

Note : Fleets having incidental exposure to container ships are within our appetite.

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

### Capacity

**MENA**  
Up to USD 25 Million

**RoW (Outside MENA)**  
Up to USD 15 Million

### Key Contacts

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# Risk Appetite

## Liabilities and Financial Lines

### Commercial General Liability/Public & Product Liability

#### Acceptable Risks

- Energy risks
- Manufacturing risks
- Engineering/Construction projects
- Financial institutions
- Industrial risks
- Information/Communications/Technology companies
- Commercial risks

#### Walk-away Risks

- Pharmaceuticals and medical products
- Product recall and guarantee
- Airside liability
- Fireworks and explosives
- Marine risks
- Standalone underground works/tunneling

#### Capacity

- Middle East and North Africa [MENA] – USD 22,500,000 AOO
- Asia, Africa, Turkey and CIS Countries – USD 7,500,000 AOO

### Professional Indemnity/Errors and Omissions

#### Acceptable Risks

- Architects and Engineers (construction)
- Project management consultants
- Information/Communications/Technology
- Financial institutions – MENA only
- Medical malpractice – MENA only

#### Walk-away Risks

- Actuarial consultants
- Insurance and reinsurance companies and brokers

#### Capacity

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

- Minimum premium requirement: USD 10,000 for our line.

### Key Contact

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# Risk Appetite Marine Cargo

## Acceptable Risks

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

## Walk-away Risks

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

Note : ADNOC writes project-specific marine cover but in conjunction with Project Insurance (CAR/EAR)

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

## Capacity

**MENA**  
Up to USD 100 Million

**RoW (Outside MENA)**  
Up to USD 25 Million

## Key Contacts

Name	E-mail	Direct Line	Mobile
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