



## Transport & Logistics

GrECo Specialty

GrECo,  
matter of trust.

# Transport & Logistics.

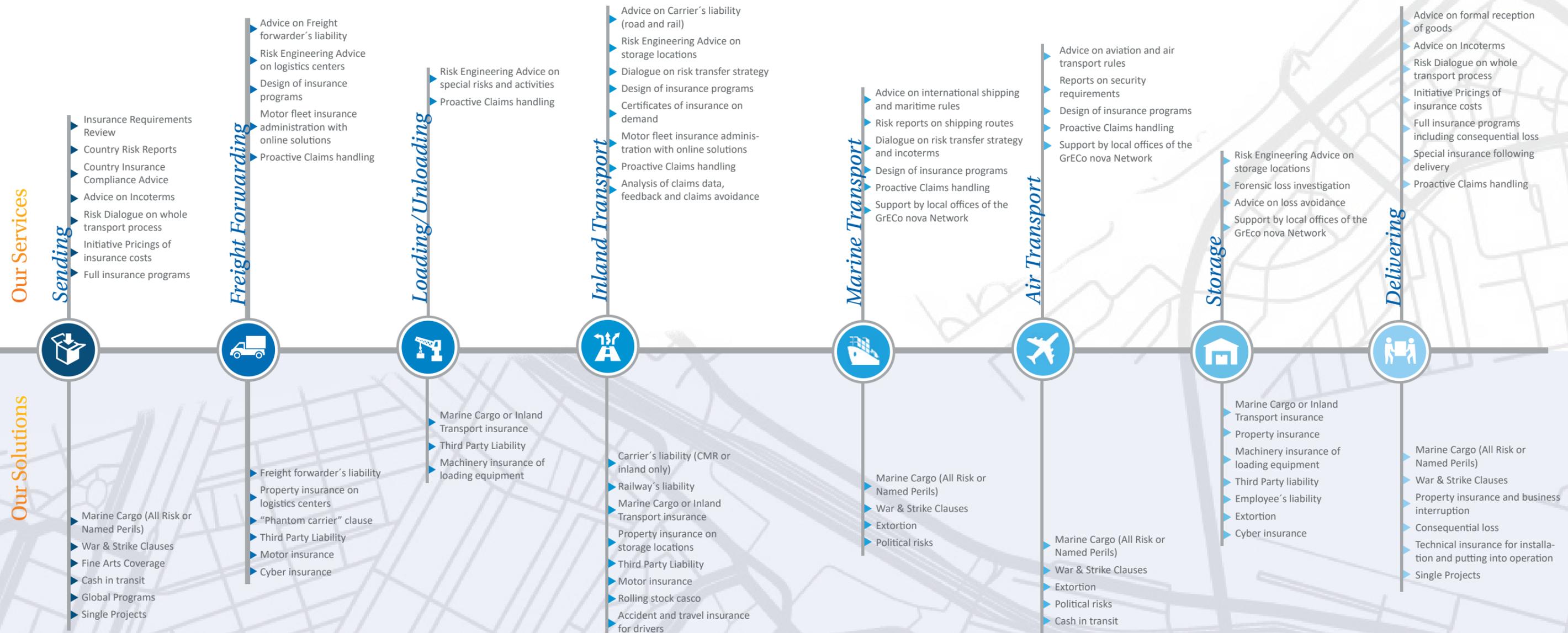
At GrECo we believe that only dedicated specialists with an unconditional focus can live up to our Client promise and provide the best service. It enables a degree of proximity

and effectiveness which, by its very nature, remains unachievable for generalists who do everything at the same time.

GrECo's Transport and Logistics Practice provides dedicated services to Carriers, Freight Forwarders, Shippers, and Financing Institutions. Our services encompass the entire value creation supply chain

management from sending to delivering. We can place and manage global programs for clients that contain worldwide coverage across all territories.

We provide transparent and compliant premium allocation models to clients, in order to keep premium and tax payments at required levels.





## Our Services. Your Benefits.

### 1 Risk Analysis

Through our focus on international and overseas transport and logistics we understand the specifics of the transport chain and the interfaces between industrial clients selling and buying goods, freight forwarders, shipping agencies, road carriers and authorities and can help you to safely steer your course.

### 2 Insurance Paradigm

We advise on risk bearing capacity, which and how risks can be allocated and transferred under contracts and what your position under different insurance programs is. Combining access to regional and global specialist insurance markets with unique technical expertise will bring you highest certainty and lowest cost of risk.

### 3 Risk Engineering

We feature a dedicated unit offering services in transport risk management with an unconditional focus on results. Assessing risks and supporting to keep them under control will benefit both successful business involving a huge scope of transports as well as lowering risk transfer costs, effectively saving you money.

### 4 Servicing

Promises are to be kept. It is in the case of a loss that this promise has to be lived up to and the coverage has to prove its worth. Concise stewardship reports and online access to your claims will respect your time and give you the results you need, freeing resources for your core business.

### 5 Consulting

Financing international business without being able to directly influence its execution means that there is limited opportunity to intervene once the original setup has been chosen. We advise on the appropriateness of insurance covers for your investment or analyze existing covers as Lender's Insurance advisor.

# Our Clients.

## Industrial companies

The core competence and main concern of an industrial company is the production of goods. In the production cycle raw materials and prefabricates are ordered, final products are sent to the clients. As Buyer or Seller, the company will make sure that all these goods are well protected during transport.

It is essential to know the risk exposure, on land as well as for journeys on the sea or by air. Some risks can never be totally avoided, such as fire or the consequences of rough weather on a sea journey, but they can be insured at reasonable costs. Liability issues may arise as the goods pass many hands during the transport. Legal requirements may complicate international transports.

It is of key importance to find the best insurance cover for every individual transport.

## Contractors & Principals

Part of any construction project is the transport of material and machinery to the construction site. As an alternative to just leaving the risks of the transport to the various delivering companies, it is advisable to bundle all transports into one single insurance policy to save costs and reach best coverage. This insurance can be concentrated by the contractor, especially if he is the leader of a consortium, or by the Principal who is prepared to take the responsibility of protection for his future property into his own hands.

Knowing the risks and understanding the right insurance cover may be a key to the successful and in time completion of a construction project.

## Freight Forwarders

Freight forwarding is one of the key jobs of the transport chain. The complexity of organizing shipments, handling and storing of goods and fulfilling administrative tasks for the client brings along a huge exposure to risks. The basic one is legal and contractual liability for the service delivered. Another main issue is the quality of insurance for the goods themselves when taken in care or custody. In order to be on the safe side, many freight forwarders organize full insurance of transported goods.

Knowing the risks and finding the best way to insure goods all over the world clearly enhances the quality of the service provided to clients.

## Road Carriers

Road carriers are liable for the goods they have taken over for transport including loading, unloading and any intermediate storage. The ever increasing density of road traffic leads to an increasing number of accidents where goods are damaged or destroyed. The problem in such an accident is how to assess the loss and negotiate liability and cover issues with all insurers involved. Immediate assistance to drivers in case of an emergency is crucial.

The continuous claims analysis resulting in suggestions how to improve safety standards helps to keep insurance cost low. Analysis of freight contracts with respect to insurability gives a clear picture to which risks the carrier company is exposed.

## Financiers

Being a financing party on international business transactions means that the success of the business and guarding it against unforeseen circumstances has a direct consequence on the recoverability of the loan. A specific cover bought by another party, which inadequately covers the involved risks, means believing to be on the safe side while actually be set for surprises in the case of a loss.

We act as Lender's Insurance Advisor when scrutinizing projects and provide consultancy on uninsured risk and possible consequences on an investment.



# Our Solutions.



## Marine Cargo

This insurance provides you with indemnity & financial protection for loss or damage to goods during transport. It is available for goods in transit by sea, air and land. It can be bought by exporters/importers, by logistics companies and freight forwarders on behalf of their customers or by other companies engaged in international and/or local trade. Insufficient drafting or exclusion may lead to uninsured loss of damaged or stolen goods during transport.



## Freight Forwarder's Liability

Freight Forwarders/Legal Liability/Errors and Omissions insurance provides coverage to a freight forwarder or loading company for their liability for physical loss of or damage to customers' cargo and for consequential loss resulting from such loss or damage. Coverage applies also to the freight forwarder acting as agent. The policy can be amended to storage of goods or can contain a subsidiary clause for sub-carriers on road.



## Third Party Liability

Third Party Liability or Commercial General Liability insurance provides coverage for claims for bodily injury and property damage to third parties caused during client's operations, by his products or on his premises. Coverage for defense costs is included. Third Party Liability Insurance is usually a standard requirement in many logistics contracts. Also small contracts may lead to substantial claims, rendering this insurance one of the most important to guarantee financial survival.



## Carrier's Liability

This specialized third party liability insurance for road carriers in international transport provides coverage for the carriers' liability for physical loss or damage to goods carried on their own or leased vehicles and during loading or unloading. Cover is mandatory as the carrier is responsible for goods in transit from takeover to handover. Coverage extensions are possible, e.g. for physical loss caused by spoilage or by temperature changes due to the breakdown of refrigeration/heating in a terminal or on a truck.



## Motor Fleet insurance

Fleet insurance for truck operators includes Hull and Motor Third Party Liability. Motor hull insurance covers the damage, destruction and loss of a vehicle. MTPL is mandatory for every vehicle and it is used to compensate for bodily injury of the third party or material damage that is caused by the insured vehicle. We offer comprehensive service of managing all vehicles under one policy, without unnecessary paperwork and hidden costs. An additional service is the assistance in claim settlement.



## Travel insurance for Drivers

Professional truck or bus drivers are especially exposed to risks, as they spend much time on the road. Travel insurance provides protection against unexpected health care expenses abroad, as a result of sudden illness or an accident.



# About us.

## Who we are.

We have been a privately-owned family business ever since the beginning. Our independence is a privilege: we are not responsible to stock market analysts or share prices, we are only committed to meeting the needs of GrECo target groups.

Our far-reaching network, the pioneering work in Eastern Europe and Central Asia as well as the trust placed in us has made us the leading insurance brokers and consultants in the region. A pole position that we, a family business with strong roots in Europe, are particularly proud of.

## What we do.

In our risk and insurance management solutions for industry, trade, commerce and public sectors, we put the spotlight on individuality. GrECo provides optimum security for clients' employee, operational and financial risks and manages these risks at all levels.

Trust and proximity characterise our relationships with clients. Coupled with

a broad spectrum of specialties and expertise, this enable us to precisely assess risks and tailor and optimise risk and insurance costs for our clients.

In addition to our core business as brokers and consultants for industrial insurances, we are also active as reinsurance brokers, risk engineers and developers of client-focused software solutions.

# Global reach.

GrECo nova is the global specialist insurance broking network which provides our clients with decisive benefits in all their global ventures.

## nova independence. Independent advice worldwide.

Ever since its foundation, GrECo has been an independent family business. This independence has been instilled in us – it defines us, worldwide. That is why we mostly collaborate with leading local brokers who are as independent as we are and who share our guiding principles and self-image.

## nova flex. Maximum flexibility worldwide.

Wherever you go, we are already there. As an independent risk and insurance consultant, we are flexible to individually identify the best possible local solutions for our clients. Our openness in choosing partners gives you maximum flexibility. We not only look for the right partner for you, we already work with him!

## nova value. Premium quality worldwide.

We not only act responsibly but consider it our responsibility to ensure that the local brokers we select provide top quality services. This is what we demand from them, on behalf of our clients, no questions asked. For that we have agreed on comprehensive service standards with our partners. This also means, we guarantee GrECo quality worldwide, wherever you are.

124  
million EUR turnover



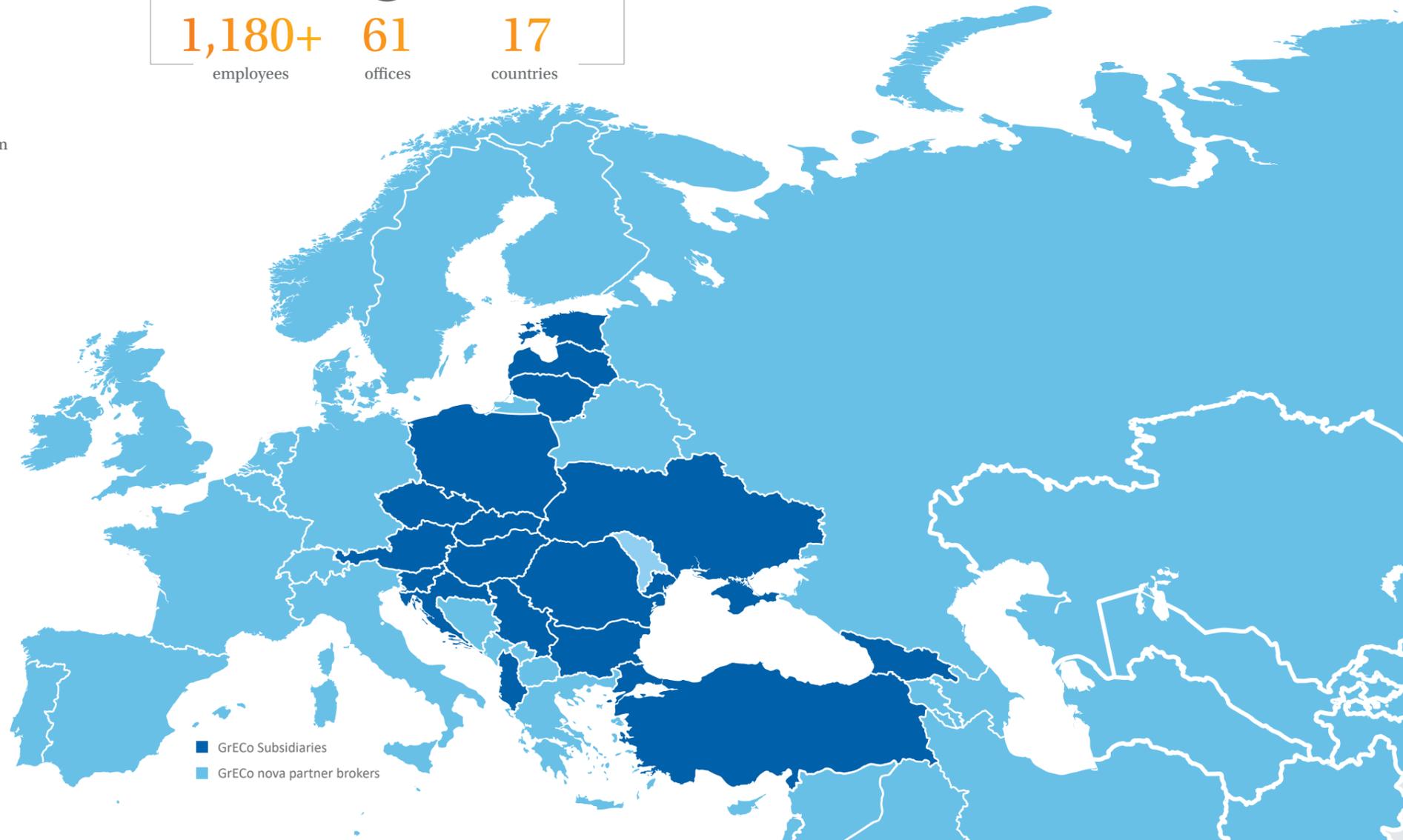
1,034  
million EUR placed premium



95+  
years experience



## Where we are.





## Contacts



**Hristo Charkov**

Practice Leader Transport & Logistics  
T +359 2 423 33 22 | M +359 88 88 10 100  
h.charkov@greco.services

**GrECo Specialty GmbH**  
Insurance Brokers and Insurance Consultants  
Elmargasse 2-4 | 1190 Vienna | Austria  
[www.greco.services](http://www.greco.services)

**GrECo,  
matter of trust.**

All rights for this presentation are reserved. The presentation including its sections (all or in part) is protected under copyright. The information contained in it is confidential. This presentation and its content may not be used, translated, distributed, copied or processed by electronic means without the expressed agreement of GrECo Group. Distribution to a third party is not permitted.