



# VESSEL PROTECT KIDNAP AND RANSOM

PERSONALLY UNDERWRITTEN FOR A BESPOKE QUOTE

## HOW DOES THIS PRODUCT COMPARE TO A “STANDARD” OFFERING?

Marine piracy continues to be an issue for ship owners and their crew. Our kidnap and ransom product helps shipping companies to protect their financial assets as well as ensuring the safety and wellbeing of their crew.

Our comprehensive cover will respond in the event of a hijacking situation and will reimburse the ransom payment and any associated costs. And our specialist response consultants will handle all aspects of the negotiation to ensure the safety of the vessel and crew.

## WHAT ELSE DO YOU NEED TO KNOW?

- Cover for ransom payments and associated costs in the event of a hijacking
- Specialist response consultants to ensure the safety of the vessel and crew.
- Up to USD 20m

## WHO QUALIFIES?

Shipping companies, regardless of the size of their fleet

# WHY DO BUSINESS WITH PEN?

**Pen Underwriting (Pen) is a multi-class, multi-territory Managing General Agent (MGA).**

When we set up Pen in 2014, we brought together some of the UK's best known and most respected underwriting businesses, many with decades of underwriting expertise.

From a 'super start-up' of a dozen or so brands, to a single cohesive £650m GWP business, we're setting our sights on our next milestone – with a bold new vision to become a £1bn GWP underwriting & distribution business.

Over the last six years, the businesses have integrated to form one single operation that had broad distribution and acted like an insurer, responsible for everything apart from the capital at risk.

In 2021, with the majority of the integration work done, and with Pen operating as a single business, Pen is redefining itself – not as the business it thought it might become, but as something even better – the business the market needs it to be.

**Our values – IDEAS, AGILITY, CONNECTING, FULFILMENT and SOLVING – are built on strong foundations.**

## IDEAS

We find smart ways to make the most of opportunities

- Leveraging expertise and technology to create solutions
- Bringing new products and services to market
- Solving broker, carrier, coverholder and insured pain points

## AGILITY

We are responsive people, empowered to make decisions

- Meeting Pen service standards
- Adapting products and processes quickly
- Being flexible in how we address challenges

## CONNECTING

We work together to offer joined up solutions

- Being accessible to other teams
- Collaborating on initiatives across the business
- Being proactive about cross-selling opportunities

## FULFILMENT

We deliver products, services, processes & infrastructure that provide a competitive advantage

- Satisfying needs of all stakeholders
- Executing work with attention to detail
- Providing a consistent customer experience

## SOLVING

We focus on building our reputation as long-term partners

- Developing sustainable business practices
- Progressing our expertise, skills, and technology
- Creating solutions for the future

## BUSINESS DEVELOPMENT CONTACT

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