



Asia
Marine



Dr. Ravindra Shroff
Managing Director -
Nexus Marine

Ravi is a founding partner of Beacon Underwriters Limited acquired by Nexus in 2016. He established the company in 2009 as a Lloyd's Coverholder to write Marine Cargo business for Asian and Middle Eastern markets. The Marine lines of business are new to Nexus and further diversify the group in the specialty niche underwriting arena.

- 34 years' experience as an insurance underwriter
- Worked in India for five years and has been working in Hong Kong since 1987. During this period he has worked with underwriting agencies as well as multi-national insurance groups
- Worked as a multi-line insurer for the first 12 years, and later purely as a Marine Cargo underwriter after 1994
- The challenge of keeping abreast of the ever-changing nature of the markets, cargo handling, political and social developments keep Ravi motivated
- Close relationships with leading brokers in Asian markets



Nexus Marine up to \$20m^{*} USD

“I am delighted for Beacon to become part of such a well established, diverse and profitable global MGA. Being part of Nexus will enable us to access further distribution channels and present us with exciting new opportunities.”

Ravi Shroff

Summary

Established in January 2009
formerly known as
Beacon Underwriters Ltd

Specialists in cargo
insurance in Asia

Registered and approved
Lloyd's Coverholder

Registered and approved in
Hong Kong by the Insurance
Agents Registration Board

*Up to USD \$20m per policy
limit or local currency
equivalent



Nexus Marine, formerly known as Beacon Underwriters Ltd, was set up in 2009 as a Lloyd's Coverholder to write Marine Cargo business for Asian and Middle Eastern markets.

Based in Hong Kong, Nexus Marine provides both traditional and innovative cargo insurance solutions to cover the multitude of marine risks faced by enterprises.

Our business expertise and in-depth knowledge ensure that our clients receive the best possible solutions for their insurance needs.

Nexus Marine can provide lead quotes, or support other leaders' quotes, for cargo insurance on a world-wide basis whether carriage is by sea, land or air.

Each quote is individually tailored to address the various risks of a particular insured. The cover is devised so that the insured has a 'sleep easy' solution that their bankers are also happy with.

Nexus Marine can also write lines of up to 100% and issue Lloyd's insurance certificates.



Nexus Marine's main product areas are:

- **Cargo:** Bulk commodities, Project cargo & Machinery, Crude oil & Products on GOT basis, Stock throughput and Stand-alone storage on excess basis. Limit up to USD \$20m per bottom
- **Hull:** Commercial vessels, tugs, barges and supply boats trading in coastal and inland waters in Asia. Limit up to USD \$3m
- **Ports & Terminals / Marine Liabilities Insurance.** Limit up to USD \$10m



Nexus

805, Jubilee Centre
46 Gloucester Road
Wanchai, Hong Kong

T: +852 2535 8388

E: enquiries@nexusunderwriting.asia

W: www.nexusunderwriting.com/asia/marine

Nexus Underwriting Asia (HK)
IARB Reg. No: 15975253

Nexus Underwriting Asia Ltd
IARB Reg. No: 09974422