

# MARINE

Navigating Complex Maritime  
Risks

**CAPACITY WITHOUT BOUNDARIES**

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# OUR STORY



**As a premier Managing General Agent, Specialty MGA brings together top-tier industry experts to deliver enhanced capacity across specialty lines and complex risks.**

We offer a comprehensive suite of services across all territories, supported by A-rated security and a growing panel of leading reinsurers.

Our areas of expertise include Property, Construction & Engineering, Energy, Marine, Space & Aviation, Financial Lines, Cyber, Accident & Health and Surety.

We achieved exceptional growth in GWP last year, rising from \$130m in 2023 to \$507m (USD) in 2024.

Headquartered in London, with branches in Italy, Morocco, and the United States, we are strategically positioned to serve clients globally.





# AT A GLANCE



## WHO WE ARE

- A leading Managing General Agent** offering expertise across multiple lines of business
- An experienced team of underwriters** with specialised knowledge in their respective fields
- Comprehensive capacity** across all lines of business, including CAT risks
- Efficient underwriting** with swift and consistent decisions from our dedicated team
- Demonstrated growth**, currently writing in excess of \$500m (USD) in GWP
- A global presence** with branches in London, Milan, Casablanca, and Austin
- Leveraging a strong international network** as part of the MNK Group

## WHAT WE DO

- Deploy lines of capacity precisely where needed
- Ensure an optimised deployment of capacity through a disciplined and consistent underwriting process
- Provide capacity for challenging risks, including those exposed to catastrophic events
- Robust operating and auditing procedures, designed to be thorough and effective
- Leverage technology intelligently to enhance our processes
- Strategic partnerships through meaningful and mutually beneficial relationships with risk carriers and partners

170+

Countries of operation

4

Global offices

A-rated

Capacity

400+

Group colleagues

\$500m+

GWP





# OUR MARINE INSURANCE



## NAVIGATING MARITIME RISKS

### COMPREHENSIVE

Comprehensive coverage for diverse marine sectors

### EXPERT

Expert underwriting in complex maritime risk areas

### GLOBAL

Global reach with focus on Middle East, Asia, and Africa

### BESPOKE

Tailored solutions for the evolving maritime industry

## TRANSCENDING CONVENTIONAL RISK BOUNDARIES

Specialty MGA delivers innovative reinsurance solutions across all territories, providing capacity where traditional markets hesitate. Our approach combines technical excellence with entrepreneurial thinking to transform complex, challenging, and emerging risks into manageable certainties.

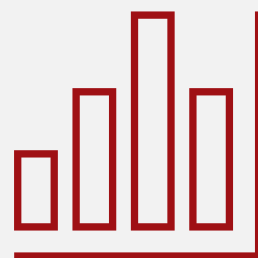


# WHY CHOOSE US?



## Technical Underwriting Excellence

Our team includes former Lloyd's underwriters averaging over 25+ years of market experience, providing unparalleled expertise across specialty lines.



## Risk-Bearing Capability

Unlike traditional MGAs, our model incorporates both fee-based agency business and risk participation through our own in-house reinsurance companies. This structure ensures perfect alignment of interests with our capacity providers – we succeed when they succeed.



## Technology-Enhanced Underwriting

Our proprietary rating tools and AI-powered analytics enable superior risk selection and pricing accuracy, with demonstrable results in loss ratio performance.



## Global Distribution Network

Our strategically located offices in the UK, Italy, Morocco, and the United States provide direct access to quality submissions from over 300 broking relationships worldwide.



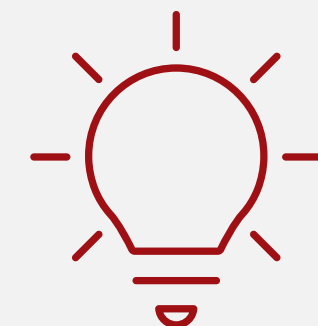
## Talent Acquisition

Continuing to attract best-in-class underwriters by offering entrepreneurial opportunity backed by strong operational support. Recent additions to our team include industry veterans from major Lloyd's syndicates and international carriers.



## Geographic Expansion

Building on the success of our existing international offices with targeted expansion into high-potential markets, particularly in Europe, Africa the Middle East and Asia-Pacific regions.



## Product Innovation

Developing specialized products for emerging risks where traditional capacity is limited, including renewable energy, cyber, and parametric solutions.



# COMPREHENSIVE COVERAGE OPTIONS



## MARINE HULL (INCLUDING IV, LOH, & WAR)

- Bulk Tankers
- LNGs / LPGs
- Container Carrier's
- Tugs
- Barges
- Vessel Port / Towage Risks

## MARINE LIABILITY

- Ports & Terminals Liability
- Charterers Legal Liability
- Ship Builder's / Construction Liability
- Ship Repairers Liability
- Freight Legal Liability, incl broader MTC (XOL) related transportation, & 3PL Logistics Contracts.
- Marine Fuel Bunkering

## MARINE YACHTS (HULL)

- Between \$1m & \$10m (USD)
- Yacht Port / Towage Risks

## MARINE CARGO (INCLUDING WAR/SRCC)

- Commodities (Wet / Dry) based Goods / Cargoes (Break / Bulk)
- Project Cargo & DSU (Project / Cargo Owners)
- Marine Cargo, STP
- War on Land
- TDI (Supply Chain Risks)
- Pre-Launch



# TAILORED SOLUTIONS FOR DIVERSE CLIENTS



Shipowners and Operators



Cargo Owners and Freight Forwarders



Yacht Owners



Shipbuilders and Repairers



Marine Trade Businesses

## At Specialty MGA we take pride in delivering comprehensive Marine solutions tailored to diverse sectors

Since our founding, we have built a reputation for excellence by combining deep industry expertise with a commitment to innovation and client success.

We deliver flexible and bespoke solutions that transcend traditional limits, empowering you to take on the most complex risks with confidence.

### OUR APPROACH

- In-depth risk assessment for each marine operation
- Customised policies for specific maritime needs
- Scalable solutions to accommodate fleet size and cargo volumes

### FLEXIBLE POLICY STRUCTURES

- Institute Clause wordings
- LSW & LMA wordings
- Market standard wordings
- Additional extensions as per London/ Market standard wordings
- Ability to tailor policy language for unique maritime risks



# VALUE ADDED SERVICES

## PROACTIVE SOLUTIONS FOR ENHANCED PROTECTION

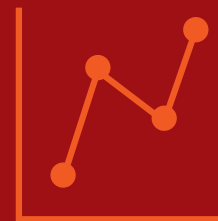
We partner with you to assess your risk profile and optimise insurance expenditure through a flexible range of services



Cargo loss  
prevention  
consultations



Port and  
terminal  
safety  
assessments



Fleet  
performance  
analysis



Regular  
market  
updates on on  
maritime  
regulations  
and industry  
trends



Educational  
workshops on  
emerging  
marine risks

# UNDERWRITING EXCELLENCE



## EXPERIENCED

We have a specialised team with deep marine industry expertise

## BASED ON DATA

We use advanced risk modelling for complex maritime operations

## FLEXIBLE

We have a flexible underwriting approach for unique marine risks

## FAST

We have a swift quotation process for time-sensitive marine cover

## COLLABORATIVE

We offer collaborative engagement with clients, brokers, and maritime experts





# OUR GLOBAL PRESENCE



## Specialty MGA UK

33 Creechurch Lane  
London  
EC3A 5EB  
United Kingdom

+44 (0)20 4559 1581

[info@specialty-mga.com](mailto:info@specialty-mga.com)

## Specialty MGA Texas

211 E. 7th Street, Suite 620  
Austin  
TX 78701-3218  
USA

+1 305 200 8800

[info@specialty-mga.com](mailto:info@specialty-mga.com)

## Specialty MGA Italy

Via Mario Pagano 52  
20145 Milano  
Italy

+39 02 8295 4564

[info@specialtymgaitaly.com](mailto:info@specialtymgaitaly.com)

## Specialty MGA Retakaful

33 Creechurch Lane  
London  
EC3A 5EB  
United Kingdom

+44 (0)20 4559 1581

[info@specialty-mga.com](mailto:info@specialty-mga.com)

## Specialty MGA Africa & Middle East

Les Jardins d'Anfa IMB-D N°201 ETG 2  
Casablanca Finance City  
Morocco

+44 (0)20 4559 1581

[info@specialtymgafrica.com](mailto:info@specialtymgafrica.com)



# YOUR DEDICATED SPECIALIST

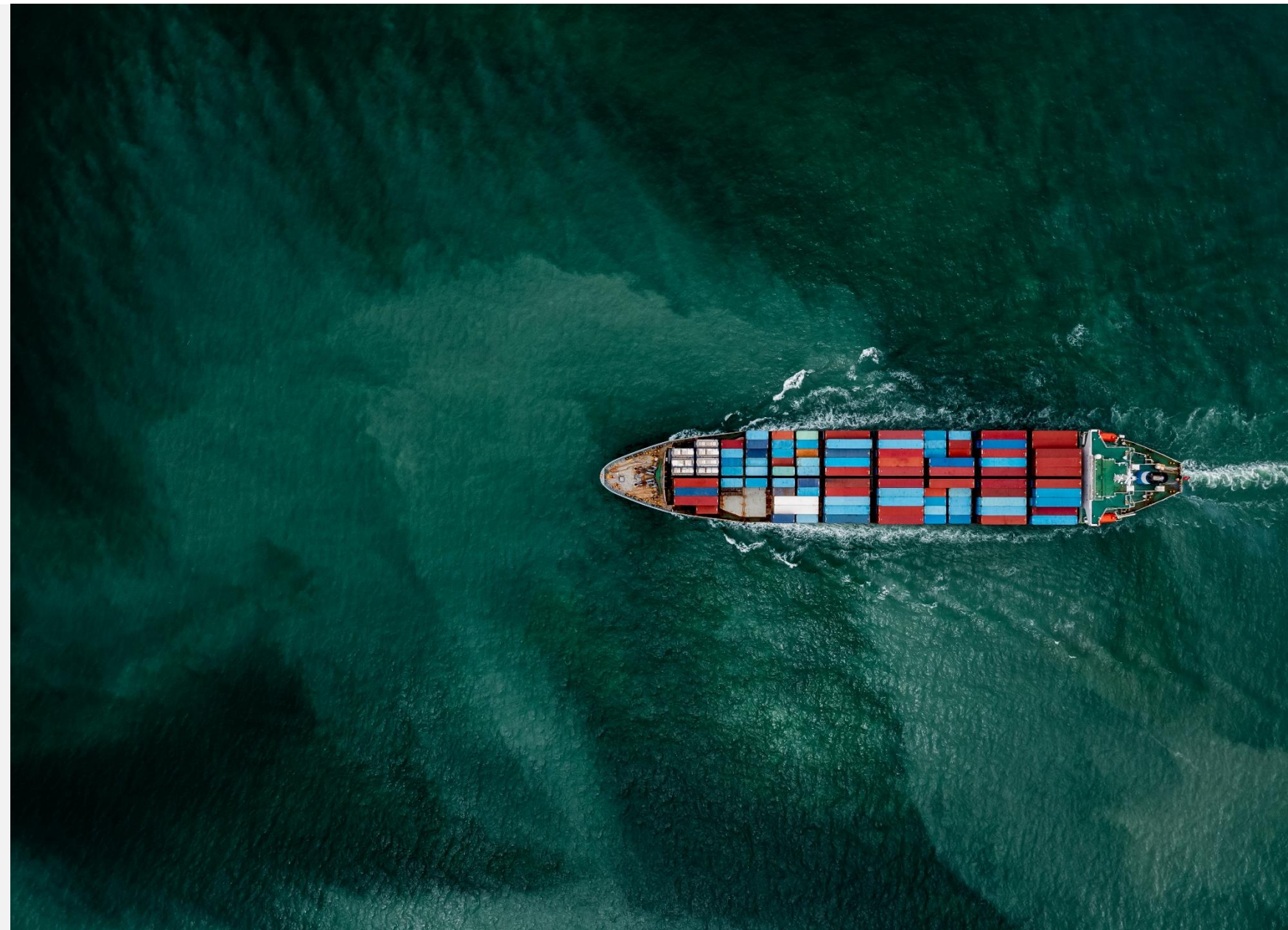


**Lee Knight**  
Marine

[lee.knight@specialty-mga.com](mailto:lee.knight@specialty-mga.com)

T +44 (0)20 4559 1581  
M +44 (0)7754 856 091

Find out more at [specialty-mga.com](https://specialty-mga.com)







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Specialty MGA Africa & Middle East Limited. Maroc N° I.C.E: 003569680000071. IF: 66026542. Registered office: Kowork CFC, Casa Business Towers Avenue, Main Street, CFC, Casablanca 20250, Morocco.

Specialty MGA Italy Srl is an Insurance Intermediary authorised and regulated by the Italian Insurance Regulator IVASS (RUI A000731276). VAT (IVA): 12972700962. Registered in Italy, Milan (REA MI – 2695533). Registered address: Via Mario Pagano 52, 20145 Milan, Italy. PEC: specialtymgaitalsrl@pecimprese.it.

Specialty MGA Retakaful Limited is a company registered in England and Wales (15179080). Registered office: Lynwood House, 373-375 Station Road, Harrow, Middlesex, HA1 2AW, United Kingdom.

Specialty MGA Texas LLC is authorised and regulated by the Texas Department of Insurance and is a company registered under the laws of Texas (805491151). Registered office: 211 E. 7th Street, Suite 620, Austin, TX 78701-3218, USA.

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**Specialty MGA**

33 Creechurch Lane, London, EC3A 5EB

**T** +44 (0)20 4559 1581

**E** [info@specialty-mga.com](mailto:info@specialty-mga.com)

[specialty-mga.com](https://specialty-mga.com)