



Globe  
**Underwriting**







# An introduction to **Globe Underwriting**

**Globe is a specialist insurance intermediary Managing General Agent (MGA) connecting entrepreneurial underwriters with global distribution.**

We work with long term capital providers to provide cover in classes of business that require a deep understanding of risk, pricing and cover. Our expertise can deliver peace of mind where other insurers cannot.

Backed by experienced teams providing technical expertise, underwriting excellence and a client-first approach to service, Globe is a natural home to some of the best underwriting talent the London market has to offer.









## A message from our CEO

**Globe Underwriting was formed in 2012 to underwrite niche lines of business, initially focused on North American property that fell outside the normal appetite of Lloyds syndicates.**

Since 2012 we have diversified our offering to include Political Violence and Terrorism, Cyber, Contractors, Property and Casualty, Timber and Forestry.

Globe aims to offer access to capacity through our entrepreneurial underwriters to brokers globally, with enhancements to our wordings and risk profile undertaken constantly in a way that reflects the experience and expertise of our underwriting teams.

We continue to add lines of business to our portfolio for both UK and International exposures embracing technology to be at the forefront of innovation in underwriting.

A handwritten signature in white ink, appearing to read 'Marcus Meredith'.

**Marcus Meredith**

CEO Globe Underwriting



# Globe products

- Political Violence and Terrorism 07
- Cyber 08
- Construction Contractors All risks 10
- Plant and Equipment 11
- Forestry 12
- Property and Casualty 14



# Political Violence and Terrorism

## Providing peace of mind in turbulent times

Globe Political Violence is a long-established, market leading Lloyd's cover holder offering products for sabotage and terrorism cover through to political violence risks worldwide.

We offer our clients the opportunity to purchase bespoke standalone cover, backed 100% by Lloyd's of London capacity, to offer choice in an ever more uncertain world.

### In brief:

- Experts in terrorism risk analysis, coverage advice and wording.
- Capacity line size up to £300 million per occurrence and per location.
- Offering access for quote to bind via online platforms for the UK and US retail and wholesale market.
- First loss and tailored cover to suit financial requirements of the client.
- Selective portfolio: pick and choose which assets you wish to cover.
- Non-damage business interruption extensions.
- Terrorism liability extension.
- Inclusive of "lone wolf" attacks.

### Minimum premium:

£50 per policy.

### Cover includes:

- First loss and tailored cover to suit your client.
- Denial of access and loss of attraction cover included as standard.
- Looting post loss.
- Day one uplift of 135%.
- Brand rehabilitation costs and failure of utilities.

## Political and Violence Key Contacts

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# Cyber

GlobeCyber is a standalone and comprehensive cyber risk solution providing bespoke coverage. It's designed to support, defend and mitigate potential losses from a cyber attack.

## Limits, deductibles and premiums:

- Maximum limit £5,000,000.
- Minimum deductible £2,500.

Full details available on request.

## Who is it for?

GlobeCyber is a primary insurance policy specifically designed for small and medium sized businesses with revenues up to £200m.

Our industry sector appetite is broad with 95% of industry classifications within appetite.

## Why is it important?

Small and medium sized businesses tend to spend less on IT security and can be more vulnerable. Once attacked, they may or often have limited resources to coordinate the services needed to manage an incident.

A fast response is critical for any business that suffers a breach.

A GlobeCyber policy ensures policyholders activate the best resources at the right time by providing them with access to leading experts, supporting the recovery of their business operations and protecting their reputation.

## What does it cover?

- Data breach.
- Ransomware.
- Business interruption.
- Cyber crime.
- Social engineering.
- Third party damages.
- Regulatory fines and penalties.
- System failure.
- PCI fines, penalties and assessments.
- Data recovery.
- Media liability.
- Extortion.
- Call centre costs.
- Public relations.
- Court attendance costs.
- Management liability.

## Minimum premium:

£450.

## Cyber Key Contacts

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Head of Division








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## The most critical part of any cyber policy is the speed of response.

That's why we have partnered with a broad range of experts with global reach in IT forensics, legal assistance, notification, ID protection and public relations to provide policyholders with a best in class, end-to-end response in the event of a cyber attack.

IT Forensics	Legal (Breach / Defence)	Public Relations	Notification / ID Protection	Business Interruption
 <b>SONTIQ™</b> Intelligent identity security.	 <b>CLYDE&amp;CO</b>	 <b>FLEISHMANHILLARD</b>	 <b>SONTIQ™</b> Intelligent identity security.	 <b>Charles Taylor</b>  <b>Adjusting</b>
 <b>PRAGMA</b> SECURING YOUR DIGITAL FUTURE	 <b>Clark Hil</b>	 <b>KEKST CNC</b>	 <b>experian™</b>	 <b>MDD</b> FORENSIC ACCOUNTANTS
 <b>UNIT 42™</b> BY PALO ALTO NETWORKS	 <b>CMS</b> law-tax-future	 <b>INFINITE</b> GLOBAL		
 <b>ankura</b>	 <b>BLD</b>		<b>Global 24/7 incident response</b>	
 <b>KIVU</b>	 <b>Kennedys</b>			
 <b>Secureworks®</b>	 <b>WILSON ELSE</b>			
 <b>TRUESEC</b>	 <b>DAC BEACHCROFT</b>		 <b>canopius</b> <b>Notification</b> In order to ensure that security / privacy breaches are managed efficiently and effectively, policyholders are able to make notifications via the following methods:  Telephone the Canopius Cyber Incident Management Team in the first instance on  +44 (0) 333 305 8045/1 844 502 9237 or send an email to <a href="mailto:cyber.incident@canopius.com">cyber.incident@canopius.com</a>	
 <b>Arete</b>	 <b>wotton kearney</b>			
 <b>Incident Response</b> FORENSIC & CYBER				

# Construction Contractors

## All risks

Our construction team has over 100 years of combined construction and engineering insurance experience between us in the UK and International Construction markets.

We pride ourselves in listening to our key broker partners, to seek a common outcome that benefits all parties.

- Controlled distribution.
- Supported by 'A' rated security.
- Ability to bespoke our products to your needs.

### **Our covers include but are not limited to:**

- Contract works.
- Owned plant.
- Hired-in-plant.
- Project Business only cover can be provided alongside project policies.
- Ability to cover existing property if within appetite.
- Non-negligent liability.
- Public & products liability (project business only).
- Machinery movement.

### **All risks annual and project products:**

- Annual or project specific up to 36 months.
- 100% or lead / follow lineslip basis.
- Up to £150m TSI on a PML basis £30m.
- Existing structures capability.
- Delay in start up cover available.
- Plant and employee tools can be included.
- DE4 cover as standard.
- Bespoke wording and endorsement.

### **Appetite:**

We have a very broad appetite and cover most trades, however, we will not cover risks presenting moral hazard or poor management.

### **Risks requiring more information for consideration are as follows:**

- If the contract is longer than 36 months.
- Existing property.
- Wet work, under, over or adjacent to water.
- Delay in start-up cover.

### **Minimum premium:**

£1,000.



# Plant and Equipment

- Owned or hired in plant.
- We rate on total replacement value for owned plant.
- Continuing hire charges following loss or damage.
- Cover on a specified or blanket basis for owned plant.
- Broad description of plant cover covered with owned plant insurance on a reinstatement (new for old) basis up to 12 months old.
- Legal liability cover for hired-in plant under the terms of the hire agreement.
- Cover for plant whilst hired out.

## Appetite (sectors):

A very broad appetite for all mobile contractors' plant including industrial and manufacturing locations.

## Minimum premium:

£1,000.

## Contractors Key Contacts

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# Forestry

The Globe Forestry Insurance brand has over 25 years of experience in the sector (re)insuring forests across the globe.

The Globe Forestry team writes both insurance and reinsurance on a worldwide basis, utilising both Lloyd's and traditional reinsurance capacity. The team has successfully developed tailored products for a variety of client groups, ranging from small growers to multinational TIMOs and is able to offer both indemnity and parametric coverage across the globe.

## Goal:

- Insurance and de-risking investment within the forestry sector and their communities.
- Enabling forest-investors to optimize climate, water and biodiversity benefits on a global scale across the Earth's most valuable resource.

## Forestry:

- Global reach, insuring in 30 countries and six continents.
- The foremost experienced forestry insurance team, globally the most experienced forestry underwriters.
- Forest managers and their investors awareness of risk profiles.
- Creating risk awareness for international brokers, Reinsurers, timberland owners and investors.

## Capacity:

- Up to \$20m per risk depending on appetite.
- Combination of Lloyd's and company market capacity.





## Forestry insurance in the USA

### Target market:

- Independent forestry owners.
- Commercial forest enterprises (pulp and paper manufacturers).
- Saw log producers and timber merchants.
- Real Estate Investment Trusts (REITs).
- Timber Investment Management Organisations (TIMOs).
- Forest Management Organisations (FMOs).
- Alternative investment management companies.
- Regional forest owners Associations.
- Afforestation & Reforestation Projects.
- Carbon Credit Investments into Forestry.

### Experience:

- Insuring globally since 2008.
- Insured values ranging from \$0.5m–\$2bn+.
- Capacity available for both fire and windstorm.
- Both burn scar and indemnity available for fire.
- Wind capacity is worldwide and includes hurricane coverage.
- Insured limits available up to \$20m depending on location and reinsurer's aggregation.
- Insured limits available up to \$20m depending on location and reinsurer's aggregation.

## Forestry Key Contacts

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Lead Underwriter

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# Property and Casualty

On both property owners and commercial combined wordings including non-standard and complex risks:

- 100% risks, lead lines, follow lines, first loss and excess of loss.
- Commercial and residential.
- Binder limit up to £7m Sum Insured (£11m with referral) any one location.
- Capacity 'A' rated.

## Adverse features considered:

- Listed properties.
- Composite panels and cladded risks.
- Convictions.
- Liquidations.
- Multi-tenure risks.
- Non-standard construction.
- Unoccupied.

## Target trades:

- Blocks of flats.
- Vacant properties.
- Food risks.
- Abattoirs.
- Asylum seeker hotels.
- Bedding and mattress manufacturers.
- Wholesalers and retailers.

- Plastic manufacturing.
- Metal workers.
- Pubs and restaurants.
- Woodworkers, joiners and pallet manufacturers.

## Decline trades:

- Waste and recycling.
- Occupied places of worship.
- Thatched roofs.
- Renewables and energy.

## Property and Casualty Key Contacts

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