



Delta

Insurance Consultants

**COMPLETE
INSURANCE
SOLUTIONS
FOR
MARINE
SECTOR**

www.delta-ic.gr



THE COMPANY

Delta Insurance Consultants was founded in 2013, providing its clients, individuals and companies with high quality insurance services. This is achieved through Financial Planning i.e. analysing current financial needs, studying and designing insurance packages, according to the needs and financial possibilities of the person/ company concerned. Through this approach, current financial and insurance dangers can be addressed.

The company has secured its cooperation with most insurance companies in Greece but also with major insurance companies abroad, in order to be able to propose the best possible solutions that are compatible with the insurance and financial needs of its clients.

The aim of the company is the continuous development and growth, in order to ensure that it is at the forefront of the profession of Insurance, by providing advice and services to its current clients that have appreciated the value and services of the company since it was founded, but also to the future generations of clients.

By understanding the current and future needs of shipping and shipping related companies, Delta Insurance Consultants has carefully compiled all types of insurance coverage that shipping companies wish to have against possible risks.



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GROUP INSURANCE PLANS

A

With group insurance a business can cover all employees, regardless of their state of health and regardless of occupation, duties, age or gender. In this way, the business, additionally to own economic benefits that has, actually shows interest and gives value to the employees, as it creates an additional incentive to work.

At Delta Insurance Consultants we work with most insurance companies in Greece & abroad. In this way we can provide you with the appropriate group insurance for your company's human resources, according to your own needs.

If there is already a group insurance policy in your business, we have the opportunity to study the coverage that is provided to you and to offer you a more competitive group policy.

Some of the Benefits of Group Insurance

- The insurance of a company's employees, secures the company's driving force
- Strengthens employee loyalty and efficiency
- Health control, up to 70 years of age
- Small premium cost/per employee
- Tax exemption for the employer, since a group policy is deducted as an expense of the business (according to the provisions in force)
- Possibility of differentiating benefits, depending on the level of employees (employees – managers, etc.)
- Ability to insure also the members of the employee's family, as covered members
- Financial support to the employee's family in case of his/ her premature death
- Ability to insure all employees, even without
- Coverage of a group insurance, is not met in an individual policy
- Employees can, if they wish, to extend their group insurance policy individually, at a very low cost, saving money from their annual family expenses
- Business enterprises offering group insurance to their employees provide advantages over other competitors
- Works as an extra incentive for employees to work with the company
- There is great flexibility in terms of benefits – coverage, as they are tailored to the needs of each business
- Contributes to reducing the costs that a business may have, if it has to cover healthcare costs for its employees
- Improving the relationship between employees and employer

Indicative group insurance covers

- Loss of life
- Permanent total/ partial disability
- Hospitalization for sickness/ accident
- Hospital/ Surgical Allowance
- Illness allowance
- Loss of income
- Medical expenses related to an accident (in/out of hospital)
- Childbirth allowance
- Private doctors visit expenses coverage
- Coverage for medicines
- Coverage of physiotherapies
- Outpatient cover (diagnostic tests-check up)
- Critical illness coverage

A company, apart from group health insurance for employees, can also offer group retirement plans, strengthening the loyalty, efficiency and dedication of employees for a longer time.

With group retirement plan, a reliable savings solution is provided for employees and executives, while the company itself achieves tax relief on policy costs, deducting all premiums as expense at the end of the year. Also, through a group pension scheme, it is possible to transfer bonuses to employees with tax privileges. Thus, a company can attract and retain better, capable executives and staff for longer time.





CYBER INSURANCE

Until recently, companies have been looking to insure their tangible assets as well as their employees against possible risks in order to ensure their viability.

The modern way of communication, globalization and the speed of internet development, the “internet of things” and the “big data”, lead now corporations to confront yet another danger, that of attacking their electronic data.

We often hear that a hacker team has created malicious software or threatened a company that it will gain unauthorized access to its records, usually for the purpose of blackmailing for money, damaging the reputation of the company, stopping its business operation so as to suffer financial harm, etc.

The new European regulation, GDPR679/2016 which will be implemented as from 25/5/2018 on compliance and protection measures of personal data by companies that maintain personal data, predicts claims and demands from third parties in case of data leakage on the Internet, of up to 4 % of a company’s annual turnover and/or a fine.

B

In addition to companies providing technical support, special software, “firewalls”, remote servers, etc, yet another measure of defence has been added to protect companies from cyber-attacks. For that reason, cyber-insurance coverage policies have been created for companies to protect their electronic data and financial balance sheets in case they receive an electronic threat or attack.

Indicative coverage of a Cyber Risk Insurance Policy

- Expenses of immediate confrontation/management of incident
- Negotiators’ expenses in case of threat/blackmail
- Blackmail expenses to prevent leakage of personal data (in cash or cryptocurrency)
- Loss of profit during attack
- Legal advice
- Expenses of retrieving/restoring data
- Expenses of fame restoration
- Expenses of disclosing the incident
- Expenses of failure to communicate the incident
- IT Services
- Cover of fine in case of loss of personal data
- Civil Liability of the company vis-à-vis third parties whose personal data were revealed
- Costs and services for managing system breaches and loss of confidential information
- Expenses for disruption of company’s operations due to a violation of electronic systems
- Cyber-crime expenses
- Cover of digital means

DIRECTORS & OFFICERS LIABILITY INSURANCE



With the liability insurance of managing staff, mainly the members of the board of directors, directors and executives of a business (individuals) are protected against claims that may be brought against them by third parties (official authorities-shareholders-employees-traders-vendors-competitors-investors etc.) claiming that they have caused them financial harm in decision-making, exercising administrative duties or failing to meet their obligations as they ought to have.

What is covered indicatively by Directors & Officers insurance contract

- Covering the liability of the board of directors (directors and executives) of the company against claims of third parties such as official authorities, traders, shareholders, employees, customers, due to decisions – mistakes/ omissions in the course of their duties
- Protection of the company's balance sheet
- Facilitating businesses to more easily absorb economic losses without adversely affecting their profits
- Protection of shareholders' interests as well as the personal property of the executives
- Protect executives from insecurity for their future as they perform their duties
- Safer development of the company if measures have been taken against possible risks



ERRORS & OMISSIONS INSURANCE

Another type of Liability insurance policy is that of 'Errors & Omissions'. Such policies are primarily aimed at companies that have technicians and freelancers (technicians) who can cause damage to third parties due to an error or omission through their job.

In the event of a customer holds the company responsible for a service provided or failed to provide which did not have the desired/promised results, the insurance policy which covers the company can indemnify the third damaged party.

An E&O policy typically covers defence costs, judgments and settlements. Even if the claim has no grounds, it can take thousands of Euros to defend against a lawsuit. Although many larger companies have the resources to fight legal actions, many medium – to – small businesses don't have financial abilities. One lawsuit could bankrupt a business.

MANAGEMENT LIABILITY INSURANCE

Liability insurance of management companies has much in common with Directors and Officers (D&O) liability insurance, but it is mainly addressed to companies that are engaged in management and provides coverage to the company's executives as well as the company itself, from possible legal third-party claims.



TRAVEL INSURANCE

Travel insurance is aimed to those who travel for business purposes but also to those who travel for pleasure to all parts of the world, including Greece.

At Delta Insurance Consultants, we can provide travel insurance, to anyone-from any part of the world regardless of their nationality-traveling to any part of the world. Moreover, we have the ability to issue a policy at the same day either the trip is for a specific duration (specific voyage), or it is annual.

D

Indicative coverage provided by travel insurance

- Cancellation/ curtailment of the trip
- Refund of money pre-paid for travel
- Emergency Medical Expenses/ Repatriation
- Hospital expenses
- Coverage of relatives' expenses
- Dental Costs
- Personal accident/ loss of life / permanent disability due to accident
- Delay and/ or loss of departure
- Personal documents – passports – personal money
- Personal Liability
- Legal expenses – legal advice
- Cover of expenses of substitute colleague
- Luggage delay
- Loss of luggage and valuables
- Benefits in case of robbery
- Accommodation rental
- Coverage of hijacking/ piracy
- Equipment coverage
- Coverage when transporting pets
- Covering of dangerous professional activities
- High-risk winter/summer sports coverage

BUSINESS PROPERTY-ASSETS INSURANCE

Every kind of business, irrespective of its size and the sector in which it operates, is exposed to various risks that can affect its financial equilibrium or even its viability.

For this reason, insurance policies have been created for entrepreneurs who can cover the current insurance and financial risks to which their businesses and their goods are exposed on a daily basis, covering their needs and the sector in which they operate.

At Delta Insurance Consultants, we have secured our cooperation with most and the largest insurance companies in Greece and abroad so that we can take over and provide insurance coverage to any kind of business, regardless of size.

Indicative business insurance coverage

- Fire
- Thunderbolt (indirect or direct)
- Explosion
- Smoke
- Earthquake,damage for building and/or its contents
- Storm-flood
- Damage from Snow-Frost -Hail
- Terrorist acts-malicious acts
- Political riots
- Theft
- Robbery
- Crystal breakage
- Breaking of neon signs-plates
- Civil Liability of Environmental Pollution
- Short circuit
- Coverage of electronic equipment
- Crash Removal
- Insurance of objects outside the building- out-doors
- Damage during a theft
- Theft-money robbery
- Legal protection
- Loss of profits from shutdown
- Loss of rent (for owner)
- All-risk coverage
- Electronic-electrical damage
- Mechanical damage
- Civil liability to third parties-Employer's civil liability
- Product liability
- Under - insurance protection
- Sedimentation-Elevation-Soil trapping
- Pipeline disruption
- Random leakage of water
- Damage prevention-limitation costs
- Water pumping costs
- Fire extinguishing costs
- Money cover after covered burglary-robbery

E

KIDNAP & RANSOM-EXTORTION INSURANCE

It is a fact that in Greece, the phenomena of kidnapping and extortion for the purpose of gaining money from eminent people are becoming more and more frequent.

People who are at risk of being kidnapped usually have escorts-personal safety on their journeys. An additional measure of protection against the risk of unlawful seizure that can be taken by someone is the abduction insurance-blackmail and ransom.

What is covered by kidnap blackmail and ransom insurance policy

- Particularly high ransom limits, depending on the financial size of the individual/ family/ businessman
- Loss of ransom during transportation
- Compensation in case of loss of life after the end of the kidnap
- Psychological support costs
- Physical recovery costs
- Costs of financial rehabilitation
- Direct and all-day communication with world-class consultants, advisory services in case of activation of the contract
- Global geographical coverage
- Prevention and training of insured persons against possible risk

F

What is covered with K&R policy for businesses

- Cover of significant financial losses of the company
- Legal requirements
- Coverage of crisis of the company's reputation
- Coverage due to interruption of work





CARGO - TRANSPORTS INSURANCE

Cargo insurance covers potential risks which may occur during the transport of the goods either within Greece or to goods imported or exported from the country by any recognized means of transport (car, ship, airplane, train etc.).

The terms of the transport insurance are governed by the LLOYD'S Clauses and the cover provided is briefly described in the following categories:

- Coverage with Clause A (All Risks)
- Coverage with Clause B (concerns named risks)
- Coverage with Clause C (concerns named risks)

Of the aforementioned clauses, the most commonly used are Clause A & C. Moreover, these clauses can be extended with additional coverages such as:

- Risk of war
- Strikes
- Malicious acts



CREW INSURANCE

H

It is a fact that one of the most critical and sensitive points of a shipping company is the crew that travels with its ships, which is a cornerstone of the labour force of a shipping company. Unlike a group insurance that is offered voluntarily to the employees of a shipping company, in the case of the crew, the ship-owner has liability towards to crew members.

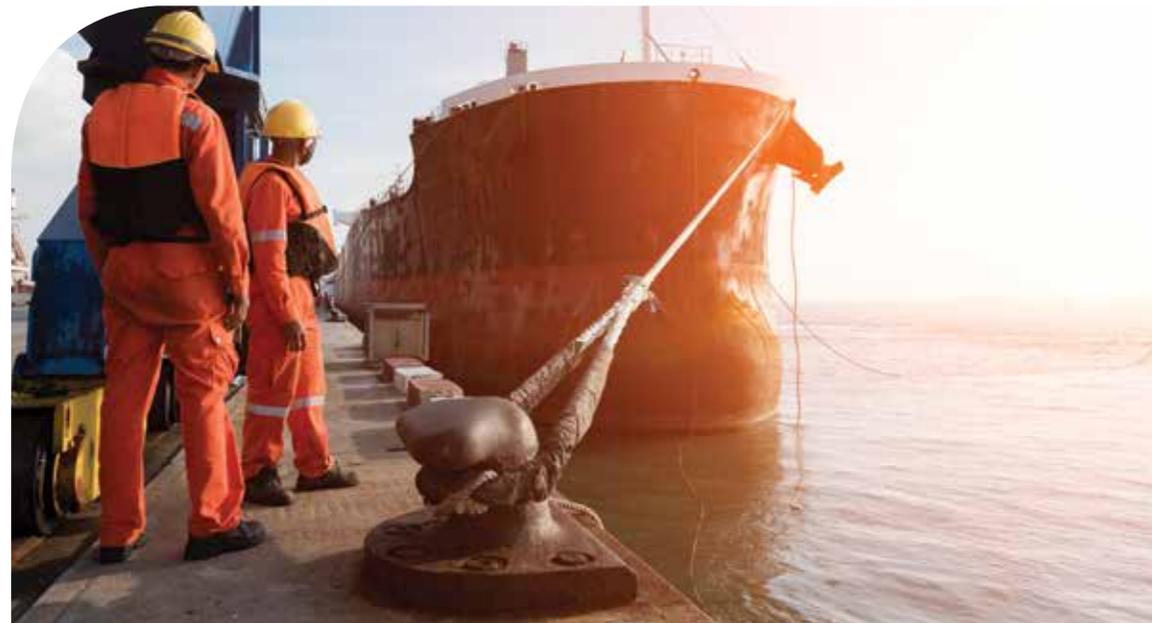
The fact that there is no social security covering seafarers while they are at sea, forces the ship-owner to undertake the costs that may arise from an accident, illness or loss of life to a crew member.

For this reason, insurance cover has been created especially for crew coverage, that complements P&I coverage, that can cover expenses up to the club's deductible.

Indicative cover provided to crew members:

- Loss of life from an accident/illness
- Permanent partial/total disability
- Hospital care
- Outpatient care
- Repatriation
- Coverage of replacement costs
- Corpse transport
- Expenses of the deceased
- Accident/illness salary

At Delta Insurance Consultants, through our expanded cooperation with insurance companies providing crew insurance, we can propose the right insurance policy to meet your needs.



ENVIRONMENTAL PROTECTION LIABILITY INSURANCE

I

The environment is acquiring economic value and businesses for the first time bear the cost of preventing environmental damage as well as the cost of restoring environmental damage (pollution).

“Full responsibility and the polluter pays” are two terms that we often find in corporate environmental liability insurance

According to community directive 2004/35/EK ‘the polluter pays’, every business that causes environmental pollution or puts the environment in danger of pollution, will have to take the necessary measures to prevent or restore the damage.

As a damage to the environment is considered:

- Any damage to the soil – subsoil, which can pose a serious risk to human health
- Any damage to protected species and natural habitats which will negatively affect their preservation
- Any damage affecting the environmental status of water resources as defined by the EU and the Marine Environment Strategy Directive

What is covered under the environmental protection insurance

- Defence costs for investigating and settling claims
- Costs to prevent and mitigate the effects of pollution or environmental damage
- Damage caused by a sudden or gradual pollution incident
- Cleaning costs for facilities (own & third parties)
- Physical damage and property damage caused by pollution
- Restoration of biodiversity
- Costs of discontinuation of works due to pollution
- Environmental damage caused during the transport of products / waste
- Environmental damage caused by the duration of construction works
- Possibility to cover environmental degradation without pollution conditions

HULL & MACHINERY INSURANCE PROTECTION & INDEMNITY COVER

Through our collaboration with international, reliable and specialized insurance companies in the field of vessel insurance, at Delta Insurance Consultants we can provide complete cover for mechanical damages-shaft damage-Hull & Machinery for any type of ship: Tankers, Gas Carriers, Containers, Bulk Carriers, Tugboats, Passenger ships, Cruise ships, General Cargo Vessels, LNG, LPG, Reefers.

Delta Insurance Consultants also collaborates with most Protection & Indemnity Clubs (IGP&I), that covers about 90% of worldwide tonnage. We are involved with the most competitive and pioneering specialists, to ensure the best possible insurance coverage for our clients.

We can provide coverage such as:

- *Liability of ship-owner/ charterer's liability*
- *Environmental Responsibility – Pollution*
- *Collision*
- *Damage / loss of cargo*
- *Damage to piers and other fixed or floating means*
- *Quarantine*
- *Damage to property of the insured vessel*
- *Crew mutiny*
- *Repatriation of the crew and replacement*
- *Wreck Liability*
- *Towage / salvage costs*
- *General Average Contribution*
- *War risks*
- *K & R*
- *FD & D*



TECHNICAL INSURANCE

In technical works insurance, we usually refer to “all-risk” policies which insure technical works of all kinds, whether under construction or project erection, demolition works, extension of an existing installation, etc. Such policy covers primarily what it is not explicitly excluded.

Among other things, it covers incidental events, fire, theft, earthquake, general civil liability, employer’s liability, malicious acts, loss of profit, advance loss of profits (A.L.O.P), etc. The insured works can be private, public or public & private Partnership (PPP).

Categories of technical insurance depending on the type of project:

•C.A.R – Contractors All Risks

Covers works based on contract, factory equipment, mechanical equipment of the project -scaffolding- tools-prefab structures housing of personnel, construction materials, any costs of collecting ruins, civil liability, damages to existing property etc.

•E.A.R – Erection All Risks

Covers damage mainly to the assembly works of steel structures, mechanical installations, independent machinery, production units etc.

•C.P.M – Contractors’ Plant and Machinery

Covers damage to vehicles and mechanical equipment used on construction sites

•CECR – Civil Engineering Completed Risks

Covers damages to works after completion and up to their delivery

•E.E.I – Electronic Equipment Insurance

It covers damage to computer systems, electronic systems and installations monitoring systems, medical devices, telecommunication facilities, radio and television equipment, etc.

K



PORTS-MARINAS LIABILITY INSURANCE

A long coastline which is due to its geographical position in the Mediterranean, makes our country an ideal place for the passage of hundreds of merchant ships every day. These factors also contribute to the increase of tourism and the transfer of visitors by passenger ships – cruise ships as well as private boats.

Each port or marina management organization, in order to become more competitive, offers services to users, carries out works to make it easier to access, but also has to take safety measures. Such a means of security which at the same time adds an advantage, is the Third party Liability insurance.

Also, each managing body, by insuring the marina or the port, also secures its balance sheet because it can be insured against a possible risk that it would otherwise be called to cover with own funds.

L

Indicative covers provided:

- All-risk port and marina facilities (such as plant cover from natural phenomena – loss of profits)
- Port construction risk insurance
- Third Party Liability / Third Party Liability Coverage (Pollution-Physical Damage-Material Damage-Accidental Events-Loss of Profits)
- Removal of a shipwreck
- Products transfer
- General Liability coverage
- Coverage of owned boats
- Coverage of power supply



SHIPYARD'S LIABILITY- SHIP BUILDER'S RISK INSURANCE

Each shipyard, depending on its facilities, can accommodate a large number of ships and/ or boats either to be repaired, maintained or built. Also, the driving force of each yard in the human force in order for every project to be completed. In addition to the safety measures that a shipyard is required to undertake, it is also necessary to secure an insurance coverage, either of its own facilities or for damage to third parties.

Indicative cover provided:

- *Loss/ damage to the ship*
- *Cargo loss / damage*
- *Loss/ damage to the ship's machinery or equipment*
- *Removal of a shipwreck*
- *Loss or damage to third party property*
- *Installation/ equipment/ machines*
- *Shipyard facilities coverage*
- *Liability to third parties for damage/ personal injury*



PREMIUM INSURANCE SERVICES

Premium Health Insurance

The Premium Health Insurance Class has been created for those who do not compromise with their personal health insurance and that of their loved ones. The purpose of this category is to satisfy even our most demanding customers. Undoubtedly, health is a driving force for all people, regardless of their financial capabilities, which is why many are looking for a more specialized insurance to cover their health or of their loved ones, with a large coverage limits in case of hospitalization, even without deductible, worldwide coverage, more benefits compared to other health insurance policies, combination of outpatient cover-hospitalization-tertiary care. Understanding the needs of those who need more specialized benefits in their health insurance and their loved ones, Delta Insurance Consultants has chosen the most premium coverage for you.

Premium Cars Insurance

For those who believe a car is not a simple transport means but a means of escaping from everyday life, a means of expressing diversity, a source of driving pleasure and joy, a luxurious way of transport, at Delta Insurance Consultants we have suitable proposals for the insurance of your own car.

N

Premium Yachts Insurance

Nothing compares to a ride in the sea or a holiday with our friends and family on a boat. For lovers of the sea and yachting, we can provide the appropriate insurance for your boat in cooperation with Greek and foreign insurance companies to cover the full range of special requirements our customers may have, regardless of the size and type of yacht they have.

Premium House Insurance

All residences are not the same, so they do not have the same needs. Certainly, however, all homes have the need to be properly and qualitatively insured for the possible arrival of a risk. Home insurance comes in addition to the protection measures a homeowner can take so that he and his family feel a sense of security for themselves and their property whether they are present or absent from their home. For our more demanding customers, at Delta Insurance Consultants, we have created for you the Premium Class Insurance for your home, through our cooperation with large and reliable insurance companies in Greece and abroad.





INSURANCE POLICIES ANALYSIS AND MANAGEMENT

At Delta Insurance Consultants, we have created a unique service for those who are not yet our clients.

This service offers the opportunity to any company (or individual) wishing to have a study and analysis of any existing insurance policy, from any insurance company. After the study and analysis of the existing policies, the insured business (or person) knows exactly which risks are covered with the current policy and whether is properly covered according to its needs throughout the detailed presentation process.

We can also propose alternative insurance covers, once the results of the study are ready for the presentation.

The cost of this service is calculated according to the number and the type of the contracts that are about to be studied and analysed.

Nevertheless, the interested business has the chance to avoid the study and analysis charge, if after the study analysis and presentation decides to cooperate with our company.



BESPOKE INSURANCE SERVICES FOR BUSINESSES

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At Delta Insurance Consultants, through our wide collaboration with insurance companies, we have the ability to produce tailor made insurance services according to your needs.

In case you have a special need to cover and the ready insurance packages do not meet your needs, do not hesitate to contact one of our insurance consultants and ask a tailor-made insurance policy to meet your needs.

Some of the bespoke insurance covers may be:

- *Legal protection policy*
- *Loss of profit*
- *Product recall*
- *Credit insurance*
- *Warranties insurance*
- *Aviation Insurance*
- *Special works coverage*
- *Bribery & Corruption insurance*

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