

The expertise to build complex coverage

How Amwins Global Risks brought a layered solution to a niche problem

The situation + the solution

Providing appropriate coverage means truly understanding an insured's complex industry. In the case of one broker-partner, Austbrokers, that meant a combination of dairy farming, science and Australian tort law. The insured runs a farm in Australia that specializes in low-allergen milk, and frequently exports its product to China.

But **after the 2008 milk scandal**, which affected an estimated 300,000 Chinese infants who consumed milk powder adulterated with a toxic industrial compound, the farm needed complex Directors and Officers insurance — to the tune of \$400 million in capacity. **And while other companies were willing to build the coverage program, few were willing to take on the underwriting risk due to the particularly litigious culture in Australia and other factors.**

The Amwins Global Risks team stepped up to the challenge, working closely with Austbrokers to build the dairy's layered D&O program within a narrow window of protection and at a reasonable cost.

Bring on the future

- ✓ **Our deep experience and understanding of international legal systems** gives Amwins Global Risks a distinct advantage over other players.
- ✓ **We pride ourselves on global relationships in a global marketplace.** From London to Bermuda, Amwins Global Risks serves as a trusted partner to independent retailers throughout the world.

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Other brokerages don't know the companies and have the relationships that we do. The very fact that we can say, 'we bring something else to the party' — that knowledge and those relationships have added to our capacity.”

— Roddy Graham, Amwins Global Risks managing director of professional and financial risks

/ 700+

Employees worldwide

/ Top 10

Lloyd's global reinsurance broker

/ 150

Countries where we place insurance and reinsurance coverage for clients