



Risk



Who We Are

We take pleasure in introducing ourselves as a Risk Advisory consultancy organization engaged in addressing all facets of risks associated with your activities.

REVIEW is one of the few Risk Advisory consultancy organisation that has a multidisciplinary team drawn from the fields of engineering, legal, loss prevention and fire protection to deliberate on all issues of insurance. REVIEW aims to develop a holistic approach towards designing the complete portfolio of insurance keeping in mind the full organisation's needs and requirements. REVIEW also advises on suitable self-insurance and where need be develop special covers for the insured not available in the Indian Market and also advises on alternate risk transfer products.

REVIEW also has a highly specialised project insurance cell which can assist you in all matters of limiting your liability exposures arising out of a new project and designing appropriate project insurance covers satisfying both Indian and foreign collaborators' requirements.

What Can We Offer

As top executives, you must be aware that all costs are subject to a scrutiny. Last year you must have paid a substantial premium but has the insurance cost been audited? Are you satisfied that you have not been paying more premium than you should, that you have been rated as per your hazard exposure that you have been getting all the discounts that you should be entitled to?

In India insurance as a cost does not lend itself to questioning on account of the fact that insurance is highly technical in nature. Consequently, insurance in most corporate organisations is dealt with a resigned acceptance, yet some niggling doubts always persist in the mind of the person accountable for the survival and profitability of the organisation :

- Are we adequately covered as regards our vulnerable risk exposures?
- In the event of a major loss, shall we be able to recover a substantial part of our loss or shall we find our insurance woefully inadequate?
- Is there an uninsured liability exposure that can surface at the most embarrassing moments?
- Are we missing out on major advantages in terms of coverage and premium by not looking at newer cost-effective options in insurance recently introduced by Insurance Companies?
- Are we avoiding any business opportunities due to risks involved that can be effectively transferred with the help of new age insurance and other alternate risk transfer products.

These are precisely the areas where REVIEW can assist you.

What We Do

Insurance Broking – For all Insurance Products from any Insurance Company in India

Corporate Guard – Corporate Insurance Consultancy Services

Bank Guard - Lender's Insurance Consultancy Services

Insurance Broking – for all Insurance Products from any Insurance Company in India

We can arrange customised and competitive quotes from various Insurers for all lines of Business. The major products covered are as follows :

- **Property (Operational – Property and Energy)**

Standard Fire & Special Perils Insurance
 Machinery Breakdown Insurance
 Electronic Equipment Insurance
 Boiler and Pressure Plant Insurance
 Industrial All Risk
 Mega Policies
 Fire and Machinery Breakdown Loss of Profits (FLOP & MLOP)
 Contractors Plant and Machinery (CPM)

- **Liability (Casualty & Financial Lines)**

Comprehensive General Liability (CGL)
 Directors and Officers Insurance
 Public Liability (Industrial & non Industrial)
 Product Liability
 Errors and Omissions (E&O)
 Professional Indemnity
 Crime
 Cyber Risk Insurance
 Workmen Compensation Insurance (Employers liability)

- **Projects (Construction / Erection)**

Construction / Contractors All Risk (CAR)
 Erection All Risk (EAR)
 Advance Loss of Profit (ALOP)

- **Employee Benefits**

Group Health / Mediciclaim
 Group Personal Accident
 Group Critical Illness

- **Marine Line of Business**

Marine Transit (Single & Open) – Export / Import / Local / Sales Turnover
 Marine Hull
 Marine Offshore

- **Credit Insurance**

Trade Credit – Local and Export
 Political Risk

- **Miscellaneous & Motor**

Burglary / Theft
 Fidelity / Dishonesty
 Motor – Private & Commercial Vehicles
 Retail Products – Home, Health, Shopkeepers, Office Package etc.

- **Life Insurance**

Group Term / Pension / EDLI / Gratuity

Corporate Guard – Corporate Insurance Consultancy Services

Insurance Portfolio Management

This is a long term arrangement wherein our insurance related services shall be available to you throughout the year on call basis. This will cover assistance on all general insurance products pertaining to property, personnel and liability. The activities include both advisory and implementation part and will act as an outsourced arm for all your insurance and Risk matters

Moreover, you will have a backup available with you on any suggestions made by us during audit plus in the event of an unfortunate claim, our services will be available to you in expediting settlement of claim. In ground reality this is what any organisation should be looking for.

Legal liability Exposure

In the present day complex business world, there is a need for every organisation to visualise the possible legal liability which may arise out of various commercial contracts being entered into. Unlike in the past one can not be blind to the possible legal exposure nor can afford to be ignorant. Needless to state that the consequence of such indifference can be disastrous considering the present nature of legal claims made abroad as well as in India.

We shall assist you in

- Identifying the legal exposure which can be protected effectively by taking appropriate liability insurance covers.
- Advise you on appropriate indemnification clauses so that you have recourse on the third party whose error and omission would have resulted in the liability claim.

Project Insurance Consultancy

- Advise on responsibilities and Liability Exposures devolving on various project proponents viz. Principal, Contractor, Sub-Contractor, Lender, Design consultant, Project Management consultant, Equipment supplier etc.
- Ensure compliance with the insurance requirements and arranging seamless covers to protect respective rights and interest of all project proponents.
- Advice on conceptual decisions on Insurance like who should take insurance, what value, project/policy period, testing period and various add on covers to be opted.
- Design an optimum Insurance plan for projects

Insurance of Property & Personnel

We shall undertake to

- Carry out a detailed inspection of your facilities to assess various physical Risk exposures and verify the detection / protection appliances and other safety interlocks available in the facility.
- Carry out a study of various policies with a view to identify gaps. Verify terms and conditions of your policies and suggest modification.
- Verify the appropriateness of the premium rates charged and the adequacy of Sum Insured for different policies.
- Considering the nature of your activities, develop a proper insurance package so that you can get maximum financial backup with minimum cost.
- Advise on employee related insurance policy from employee welfare and employee liability perspective.
- Represent to various Insurance companies to negotiate the best possible covers.

Claims Consultancy

We shall provide you complete guidance on claim matters. For this purpose, if need arises, we shall have technical discussion with insurance companies and surveyors in order to expedite the claim settlement and ensure that you are not deprived of rightful settlement of claims which are payable within the policy terms.

Bank Guard - Lender's Insurance Consultancy Services

Being Named Loss Payee on Your Borrowers Insurance Policy may not get you what you think! If your borrower suffers either a full or partial loss, will the insurance proceeds be enough to payoff your loan? Your clients risk managers are constantly making tough decisions between cost and coverage without your knowledge.

Our banking clients ask us to review their borrower's current insurance program to determine if they, as the lender, are facing any unforeseen insurance risk from both collateral and a future cash flow perspective.

We believe Insurance Due Diligence should be addressed before a loss occurs. Our unique approach towards our client's interests brings the focus on insurance due diligence.

Our goals are to ensure that the lenders insurable interests are properly executed, to identify any obstacles to a full recovery of the lenders insurable interest(s) and to provide the lender with recommendations that would rectify or mitigate such obstacles before a loss occurs. Understanding the terms and conditions of your borrower's insurance contracts (policies), along with your rights and obligations as a secured lender under these policies, is as important as understanding the terms and conditions of the financing agreement between you and your borrower.

Our team works in an independent atmosphere of technical experience and confidentiality that can be tailored to fit the needs and requirements of even the largest and most diverse lender. Our flexibility lets you choose the review's focus and to tailor the end product to meet your specific needs.

The scope of our Lender Insurance Reviews can be limited to insurance compliance issues in which we can assist in obtaining and reviewing required insurance documentation to ensure that the lenders insurable interests are properly documented. Different risks present different concerns.



Some of the notable issues identified in our more comprehensive reviews include:

- Adequacy of Loss Limits for Subject Property vs. Concentration of Risk
- Structure of Program — Concurrence of Coverage in a Layered Insurance Program and effect of deductibles
- Catastrophic Perils and the Adequacy of specified Sub-Limits
- Exclusions and Anti-Concurrent Causation Provisions

Our goal is to ensure that your borrower's insurance program provides the primary coverage as expected under the financing agreements. Our clients have selected us due to our independent opinions and broad range of lending and commercial insurance knowledge. We have the expertise which can help bridge the gap between the lending and insurance contracts. Our broad scope of knowledge in both finance and insurance differentiates us from our competition.

Our Services Include

- Insurance Due Diligence aimed at supporting the lending process through the review and analysis of borrower's insurance programs.
- Assistance in identifying and obtaining binding documentation supporting the lender's insurable interests under its borrower's insurance program.
- Ongoing Insurance Due Diligence including annual monitoring of borrower's program and assistance in addressing potential coverage or exposure issues that could adversely effect the lender and/or its borrower.
- Protecting lenders from unforeseen insurance risks their borrowers may have, while still maintaining the integrity of the underwriting process.
- Preserving the lender's ability to collect insurance proceeds in the event the insured breaches their responsibilities.
- Drafting of insurance covenants for inclusion in loans and leases, to ensure covenants are in line with best industry practice
- Arranging adequate covers for transferring risks accepted by Banks.
- Scope of coverage
- Notices of assignment
- Loss payable provisions
- Breach of warranty/financier's interest endorsements
- Cancellation provisions
- Underwriting security





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