

# C&OVER

## BESPOKE BEYOND BOUNDARIES

Wherever you go, we've got your side with expert solutions  
for complex transports and maritime risks



**Lampe  
Schwartz**

Marine Underwriting

**„The only way to discover the limits  
of the possible is to go beyond them  
into the impossible.“**

Arthur C. Clarke

**And whatever happens beyond those limits,  
we make the unexpected predictable.**





# ANCHORED IN TRUST

## Risk solutions for maritime logistics – trusted for over 165 years

Lampe & Schwartz Marine Underwriting, established in 1858 in Bremen, has built a legacy of trust and excellence. As an Assekurateur, we play a crucial role in the marine insurance supply chain, and our "Assekurateursvollmachten" (full underwriting authorities) are registered with the Association of Hanseatic Marine Insurers in Bremen and Hamburg (VHT).

We are currently authorized to underwrite risks for more than 30 internationally renowned, primarily A-rated insurance companies. This means both brokers and industrial companies need only one contact person for tailored solutions. Our service goes beyond coordination and placement; we provide deep expertise and unparalleled know-how.

Our specialized team serves as a beacon of security in the vast and unpredictable maritime world, passionately safeguarding the interests of thousands of customers worldwide. Lampe & Schwartz Marine Underwriting is a trusted partner in every maritime journey, deeply committed to the operational success of our clients.



### Deep-rooted Expertise

With more than 165 years of experience in managing maritime transport risks, we deliver confidence and clarity in every journey. We understand the intricacies of the sea like no other, providing clients with the peace of mind that only true specialists can offer.



### Global Guardian

Serving a diverse clientele that spans the globe, we ensure that no matter where your maritime ventures take you, we are always here to support. Our global reach means that you're never alone, no matter the waters you navigate.



### Tailored Protection

Each policy is a testament to their dedication to personalized service. We meticulously craft bespoke insurance solutions that fit the unique needs of each client, ensuring comprehensive coverage and absolute confidence.



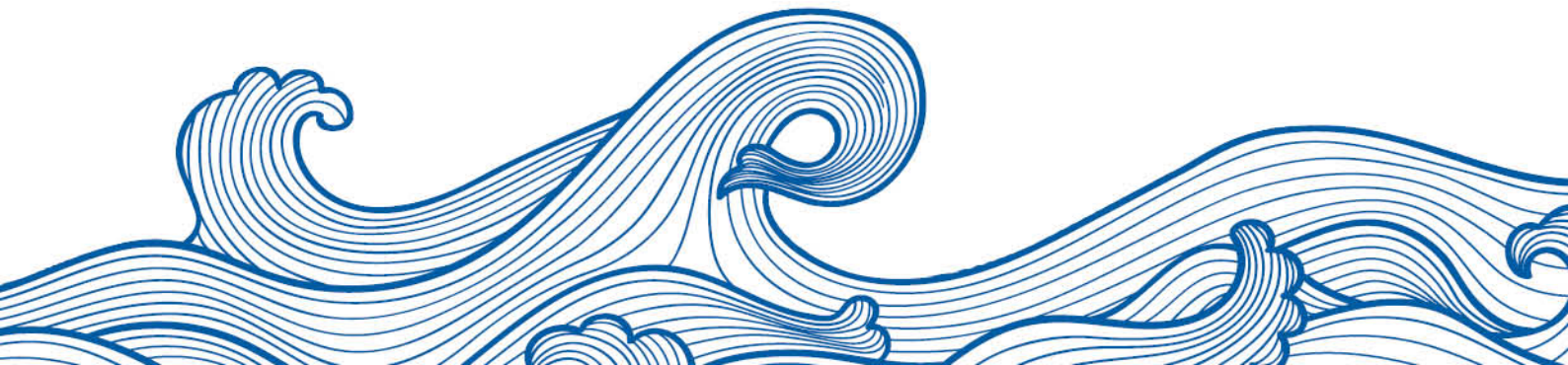
### Exceptional Customer Service

At our heart is a commitment to our clients. Our personalized service and unwavering support mean that help is always at hand, offering a comforting presence during times of need.



### Proactive Risk Management

We don't just insure risks; we support our clients to manage and mitigate them. Our proactive risk assessment and management services are designed to prevent potential losses, turning uncertainty into stability.







# BY ALL MEANS; AT ALL TIMES

## Our approach to maritime risk management

Lampe & Schwartze Marine Underwriting is at your service on every route all around the world. Ships, planes, trucks, trains, complex logistics chains – no matter what, we know the challenges and handle them all.

### Cargo Insurance | Sensitive Goods in Safe Hands



Our strengths include comprehensive risk management and customized terms and conditions, offering interdisciplinary solutions for default and business interruption. Our cargo team has vast experience, particularly with commodities such as sugar, coffee, steel, vegetable oil, cocoa, and cotton, earning an exceptional reputation for excellence. We advise and assist our partners globally throughout the entire global process chain including warehousing, transportation and management of contractual obligations.



### Liability Insurance | Solutions for Global Logistics

We create tailored insurance concepts and contractual reviews for all types of logistics: land, air, sea, and storage. These solutions are individual, international, and interdisciplinary as needed, with coverage customized around the legal and contractual liabilities of our clients.

## Our Continental Coverage

30 %  
Agricultural  
commodities

29 %  
General  
Cargo

15 %  
Consumer  
goods

15 %  
Materials

5 % Hightech goods/Installations

3 % Livestock

3 % Rolling stock



# ACROSS THE SEVEN SEAS

Marine Hull Insurance – cornerstone of our business ever since

## Hull Underwriting | From Yachts to Supertankers



We are Germany's leading underwriting agency in marine hull insurance, handle nearly all type and size of oceangoing and domestic vessels, whether sailing in blue and/or brown waters.

Our team of experienced underwriters provide timely and reasonable quotations, ensuring you benefit from our extensive and customized range of shipping risk solutions.

Ocean hull insurance is at the core of our portfolio, but we also underwrite all physical and financial loss risks for ships, yachts, and shipbuilding, including war covers.

## Our Maritime Coverage







# A SAFE HAVEN FOR MORE THAN 165 YEARS

## From Bremen into the World



In the mid-19th century, the Hanseatic cities were thriving with optimism, their prosperity rooted in trade and shipping. Expanding fleets carried goods to distant lands and we were there from the beginning, underwriting international transport insurances since 1858. Today, the Lampe & Schwartz Group stands among Germany's top ten partners for risk solutions, continuing our long tradition of supporting global commerce.

## Our Identity: Hanseatic. Reliable.



We are one of the few international, mid-sized, privately managed companies in the industry – a distinction you'll notice when working with us. Unlike faceless suppliers, we execute entrusted tasks with Hanseatic reliability and personal commitment. Our tradition is „change“: we adapt to the needs of industries, markets and cultures, offering unmatched expertise in this sector. We are cosmopolitan, service-oriented, innovative and diligent in everything we do, always striving for long-term business relationships which has been proven with clients remaining with us for over 50 years.

## All-Inclusive Service for Brokers



We provide outstanding support and service to brokers globally. Our speed ensures you benefit from quick decision-making and claims processing. With underwriting and claims handling authorities from more than 30 insurance companies, we can manage large-scale risks effectively. Your advantage: one-stop shopping for combined capacity with specialized expertise. We currently partner with approximately 200 national and international brokers, offering exceptional know-how and experience.





## A TRIP AROUND THE WORLD

WITH MARINE UNDERWRITING

The steel we support in global transport would orbit the earth three times as rails.

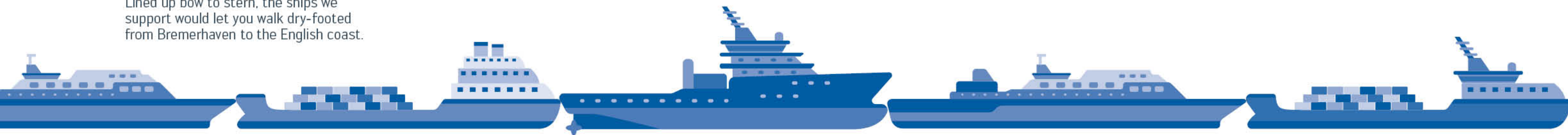
## COFFEE HOUSE RULES

Every second cup of coffee enjoyed in Germany involves cargo we've helped move safely.



## A WALK ON DECK

Lined up bow to stern, the ships we support would let you walk dry-footed from Bremerhaven to the English coast.



## DEEP-FRIED

The edible oil volumes we accompany in transit would supply Germany for 2.5 years.



## AT HOME WORLDWIDE

We support clients in 55 countries – and are there when they need us most.

## HEAVYWEIGHT IN CARGO

The total volume of cargo we handle annually equals twelve times the weight of the Cheops Pyramid.







# OUR DAILY BUSINESS

## Worldwide Risk Management and Troubleshooting

We believe that marine insurance is more than just paper and money transfers. Our goal is to support our business partners in practical terms and assist when it really matters. On a global basis, we go where it hurts, and we are needed.



### Sugar Shrinkage | Trouble in Southeast Asia

INDIA. A global commodity trader faced issues with unrefined sugar transports across Southeast Asia: a significant portion of the 50,000 tons often didn't reach its destination. The cargo's journey through several ports and frequent transshipments complicated tracking.

Our local Director of Risk Management in India now personally inspects every port and transshipment point. With years of experience commanding ships in the region, he understands local practices and speaks the language.

Within a week, he identified weak points and implemented measures: an external observer monitors transshipments at one port and trucks are numbered and sealed at another. Aligning measurement methods and using new equipment yields precise data, reducing losses significantly for all future shipments. Aye, aye, Captain!





## Jab for the world | Pandemic Vaccine Support

GERMANY. During the COVID pandemic, companies around the world were searching for quick solutions to vaccinate the global population. One of our customers had come up with a solution. However, the various Active Pharmaceutical Ingredients (APIs) which were temperature-sensitive, high value and in very limited supply, were manufactured in laboratories in both Europe and the USA and needed to be brought together under one roof in Europe for final blending.

Our client needed support in both the insurance cover for such highly valued and sensitive cargo, as well as support throughout the complete supply chain to ensure the APIs were transported quickly and safely. We helped in the development of the packaging to be used and define the supply chain which utilised both road and air transport. By working hand in hand with the third parties involved to ensure everyone had a detailed understanding of the cargo being shipped and how it should be protected whilst being shipped at top speed, the APIs were delivered quickly and safely enabling the vaccine to be put to good use around the world saving many lives.



## Ordered and Unclaimed | Steel for Southwest Asia

SOUTHWEST ASIA. One of our clients ship steel pipes for a gas pipeline from Europe to Southwest Asia. While the shipment itself is routine, a significant issue arose: It is unclear who will lay the pipeline and receive the goods at the Abu Dhabi port. Consequently, the cargo, valued at USD 180 million, must be warehoused at the port indefinitely.

Anticipating the client's needs, we expand his coverage to include rare but potentially serious risks like earthquakes and underwater quakes. Additionally, with our experts on-site, we visit the port, inspect suitable warehouses, review safety standards, and gather comprehensive information. By the time the ships reach the port, both coverage and warehousing are fully arranged.







### Poorly Stowed | Search for Evidence in Canada

CANADA. A problem in a North American port: our client's cargo from China arrives damaged yet again. Part of the goods – 50,000 tons of steel products for the gas industry – are heavily damaged and unusable. Two days later, we arrive at the port to inspect the damage. Through discussions with all parties in the logistics chain, we identify the cause: the shipper had stacked the products such that the bottom layers were under excessive pressure.

Further discussions with the shipping company lead to exploring alternative stowing methods. Together, we devise a solution that eliminates future damage, allowing the steel products to arrive in Canada undamaged. As in many cases, there is no standard solution; expertise, experience and collaboration produce practical, cost effective, everyday solutions that prevent significant financial losses.



### Hot Coffee | Fire in Honduras

HONDURAS Coffee does not easily burn, nor the jute bags usually used to transport the coffee internationally, however coffee is very susceptible to taint, with the main concern being smoke from a fire. One of our customers had a fire at warehouse connected to where they were storing a large amount of specialty coffee. To assist them in reducing the potential loss, we physically attended the facility during the fire and worked with the local warehouse team and fire department to ensure all parties understood how the loss could best be mitigated.

This involved careful and controlled water spray only onto the areas most affected by the fire and not just anywhere into the warehouse, as well and managing the coffee that would be most likely affected first by moving it to a safe area. The loss, both from smoke and water damage, could have been in excess of \$10,000,000, however, with all parties working as a team with us helping to manage the process, the claim was managed to \$180,000, much to everyone's relief.





### Fast and Furious | High Speed Solutions for Brokers

GERMANY. A freight forwarder receives bad news between Christmas and New Year's Eve: his insurance premium is set to increase significantly for the upcoming year. With only two days before the cutoff date, he approaches an established broker for a counteroffer. The broker contacts us, knowing Lampe & Schwartze Marine Underwriting can assist.

Later that day, we meet with the broker to discuss the policy's basics. On the way back, our liability team reviews the relevant information. That same day, we present the broker with an insurance cover featuring a competitive premium. Before New Year's Eve, the insurance policy is signed.



### Ship under Arrest | Troubleshooting in North America

USA. Trouble at a North American port: A container ship from an Eastern European shipping company is arrested due to unpaid crew wages and a strike. The cargo includes 6,000 tons of steel from a long-term European partner. If the goods don't reach their destination in a week, severe customs penalties will be incurred. We arrive the next day and negotiate with lawyers and the shipping company to raise the necessary funds for the crew's wages and other payments to release the ship quickly. The money, advanced by the cargo owner, arrives on time.

Additionally, the ship's engine and pump are broken but we replace them within 24 hours. Meanwhile, the shipping company's port agent resigns due to unpaid invoices, requiring late-night calls and wire transfers and after an urgent maneuver, the ship resumes its journey. The customs declaration is completed two hours before the Sunday midnight deadline. Against the odds, we solved all matters!





# WHO WE ARE

With our team of experienced and widely recognised specialists, we are one of the leading providers in the German market. We would be pleased if you would get in touch with us!



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