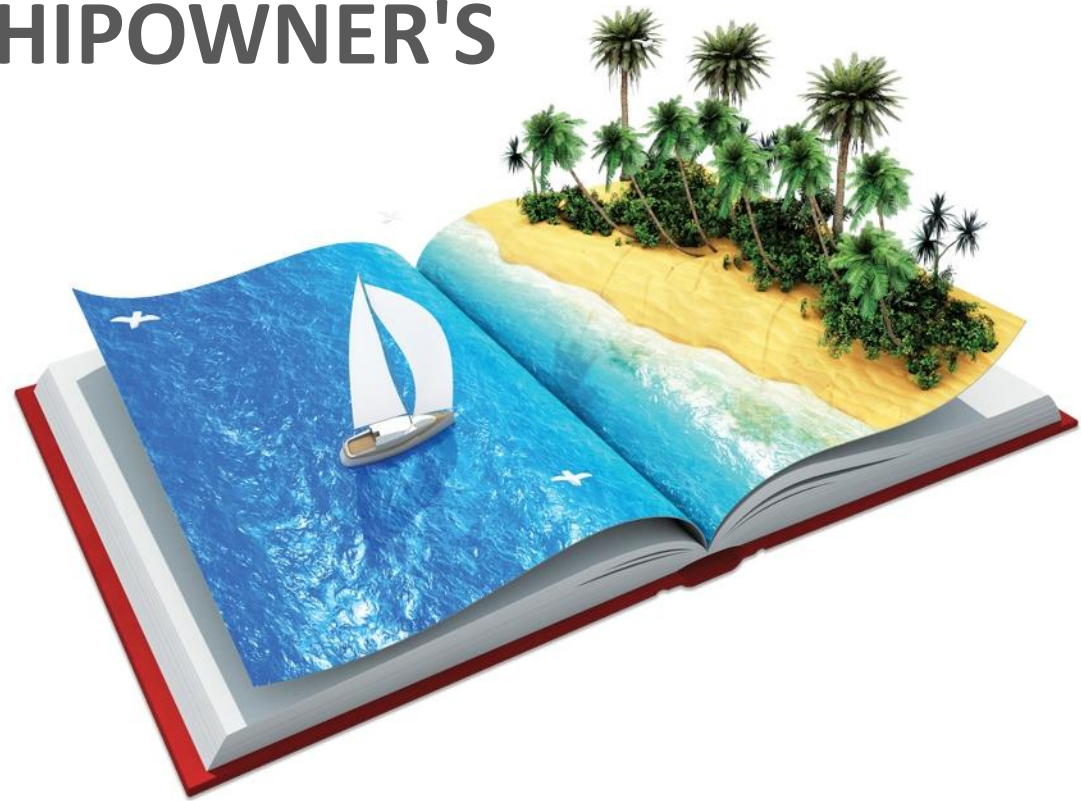


HULL & MACHINERY MARINE INSURANCE AND SHIPOWNER'S LIABILITY



2013

Company's profile

- CJSC "GUTA-Insurance" was established **in 1994**. In the nineteen years of experience within the insurance market, the company became one of **the leading financial institutions** in Russia. License FSIS C № 1820 77
- The company is a **top-20** largest insurers in Russia in terms of authorized capital, which amounts to **1.528** billion rubles
- The regional network of **65 branches** and employs more than **350 outlets** throughout Russia.
- CJSC "GUTA-Insurance" insures customers for **20 types** of insurance based on **100 insurance conditions**
- The insurance premium collected by the company "GUTA-Insurance" in 2012 amounted about **8 billion** rubles
- In 2012, an independent rating agency **"Expert RA"** has appropriated CJSC "GUTA-Insurance" rating **"A +"**, meaning "Very high level of reliability"
- Currently, the company is in the process of confirming the international ratings through **Standard&Poor`s** and **Moody`s**



Business units

CJSC "Guta-Insurance" is a part of one of the largest holdings in the country - a group of companies "Guta". The group "Guta" - one of Russia's largest diversified holding non-commodity focus. The major companies within the Group, except for CJSC "Guta-Insurance" are:

- **United Confectioners.** Russia's largest confectionary holding unites more than a dozen of the best confectioneries of the country. Including the holding includes the legendary Moscow factory "Red October", "Rot Front", concern "Babaevskiy". "The United Confectioners' you let more than 1000 sweets, among which The most famous confectionery brands - "Alenka", "Inspiration", "Babaevskiy", "Korovka", "Clumsy Bear"
- **Guta Bank.** Universal bank, developing a job as a physical, and legal entities, dynamically expanding its branch network. Active participant in the securities market. Has its own processing. Promotes fast gaining popularity for products diverse population
- **Guta Clinic.** Multidisciplinary medical center of international class. Outpatient departments for adults and children. Comfortable surgical hospital. Diagnosis and treatment of 60 types of medical of activity. The doctors of the highest category, candidates of medical sciences, experience of at least 10 years. Over 12 years of assisted 60 thousand patients, performed more than 2,000 transactions a high category of complexity
- **Guta-Development.** Since 2005 engaged in the development of their own sites and renovation of buildings owned. Develops 17 development projects in different sectors of the real estate market (residential, office, retail, hotel, suburban) in Moscow, Moscow region, Yekaterinburg, Nizhny Novgorod and other Russian regions. Including such landmark projects as the "Red October" "Italian Quarter", "Pirogovo resort." Portfolio Companies 1.7 million square me

ГРУППА **ГУТА**



ГУТА **G** БАНК



development
GUTA

ГУТА **G** СТРАХОВАНИЕ

Partners and Clients

Reinsurance protection is provided with the cooperation of leading international and Russian insurance and reinsurance companies, such as **Munich Re, Gen Re, SCOR, Hannover Re** and other market leaders

Companies have trusted insurance protection such **well-known organizations** such as: OJSC "Sberbank of Russia," Bank VTB 24, CJSC "CREDIT EUROPE BANK", Bank "Eurofinance Mosnarbank", OJSC "Concern PVO "Almaz Antey", LLC "Inzhtransstroy Corporation", JSC "Aerodromdorstroy", JSC "Mostinzhstroy" GC "ComStrin", Russian association collection (ROSINKAS) group of companies "Okey", JSC "Tupolev", JSC "Omskshina", JSC "SevZapElektroSetStroy", OJSC "North-West Telecom" , Federal State Unitary Enterprise "Mining and Chemical Plant", OJSC "Rosagroleasing", Confectionary holding "United Confectioners" and others

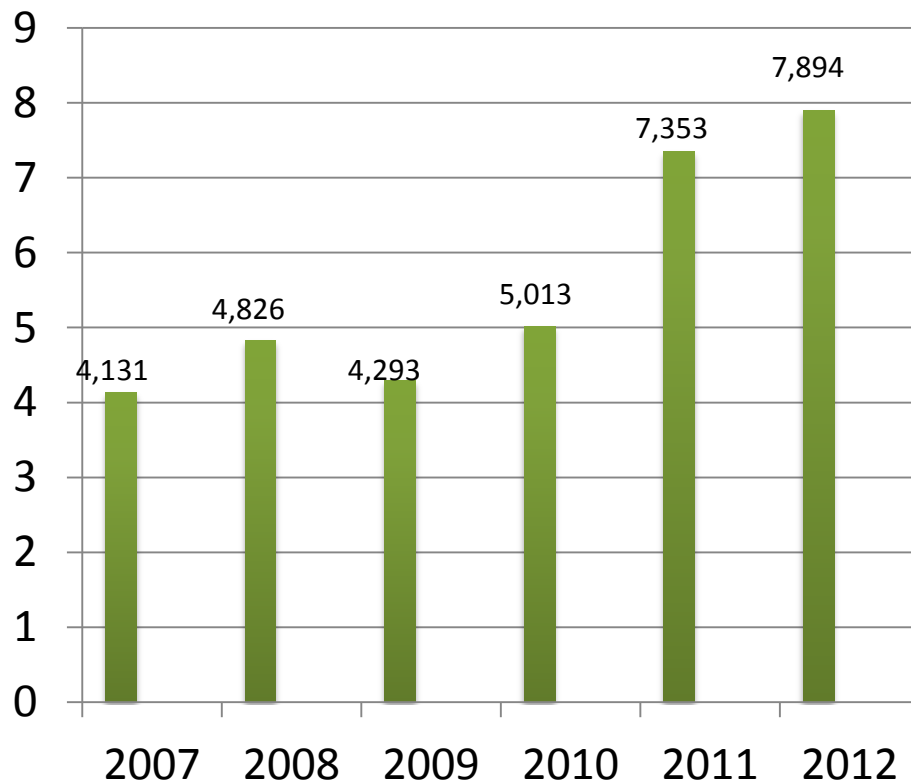
The company participates in the following **insurance pools**: Russian Nuclear Insurance Pool, non-profit organization "The National Union of Agroinsurers". The company is a member of Russian Union of Motor Insurers, All-Russian Insurance Association, the Russian Association of Travel Agencies, the Russian Association of Leasing Companies "Rosleasing", non-profit Partnership "Professional Travel Club", Association of environmental insurance, the National Union of Insurers of liability, the Russian Association of aviation and Space insurers, non-commercial partnership "Self-organization of Arbitration Managers "Alliance"



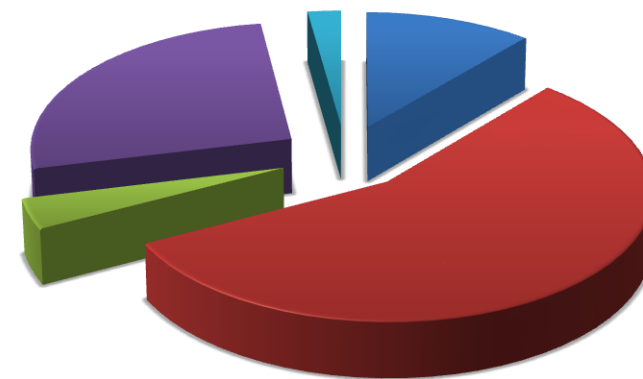
The regional network of **65 branches** and employs more than **350 outlets** throughout Russia.



Premium collected, bln RUR



Portfolio allocation, 2012



- Personal – 11%
- Property – 56%
- Liability – 4%
- OMTPL – 27%
- SICO – 2%

Advantages

- CJSC "GUTA-Insurance" provides **cover for vessels of any size, type and value**, including dry cargo carriers, tankers, passenger vessels, fishing and research vessels, floating cranes and drill rigs, etc
- We are skilled in both: to **follow** the Leader, **being** the Leader and **participate** on 100% basis
- The Company undertakes a very precise **strategy** regarding marine risks and have **stable** marine portfolio
- CJSC "GUTA-Insurance" is an active **participant in the international insurance market** due to the long-term cooperation with well known insurance brokers, agents, correspondents and leading reinsurance companies
- Substantial funds, skilled staff, well-organized reinsurance protection, plenty of insurance products - all these factors make CJSC "GUTA-Insurance" a **reliable partner** for our customers



CJSC "GUTA-Insurance" has a well-balanced **reinsurance program**, it is an important factor in ensuring the high degree of financial stability of the company as well as its development.

Our reinsurance Policy provided by the leading **high rated international** reinsurance companies.

Priority: *USD 500 000*

Limit: *USD 10 000 000*

Leader: *Munich Re (share 60%)*

Insurance program

CJSC "GUTA-Insurance" provides cover for all types of sea-going and inland vessels according to own rules and based on international insurance conditions such as **Institute Time Clauses**

Insurance object:

- vessel's hull, machinery and equipment during their operation

Insurance risks:

- losses due to total loss of the vessel or expenses due to repair of damages to vessel's hull, machinery or equipment
- losses due to missing of the vessel
- vessel's share in losses, expenses and contribution allowed in general average
- necessary and properly incurred expenses for the salvage of the vessel
- necessary and reasonable expenses for preventing, minimizing the loss or ascertaining it's extent

Additional coverage:

- loss of hire
- war risks
- collision liability with vessels (RDC) and/or fixed floating objects (FFO)



Insurance program

CJSC "GUTA-Insurance" provides P&I insurance for all types of commercial vessels operated by domestic and foreign Shipowners, Managers and Charterers

Risks covered:

- liability to crew members
- liability to persons other than seamen
- liability in respect of cargo carried on the entered ship
- liability for collision and damage to fixed and floating objects
- liability for pollution
- wreck removal
- sue and labour and legal expenses

JSC "GUTA-Insurance" provides P&I Cover under **International Convention on Civil Liability for Bunker Oil Pollution Damage, 2001 (Bunker Convention)** and able to issue Blue Card for most of the Flags which signed Bunker Convention



Insurance program

CJSC "GUTA-Insurance" provides cover for all types of goods, commodities and merchandise carried by sea, air, railway, trucks and combined shipments within Russia and anywhere in the world

We can issue the Policy for a **single shipment** or General **Contract** for long-term insurance cover

Insurance protection:

- All risks cover. Insurance covers: damage to or loss of the whole or part of the cargo, caused by any reason
- With Average cover. Insurance covers: liability for particular accidents (wet damage from sea, lake or river water and accidents in loading and discharging, but there is no coverage for theft, shortage and non-delivery)
- Free of particular average cover. Without liability for damage excluding the event of wreck
- Special Coverage for individual type of cargo (refrigerated cargo, bulk cargo, bulk oil cargo and etc.)

JSC "GUTA-Insurance" also provides cover on Institute Cargo Clauses conditions (A, B, C)



The cost of insurance is determined individually depending on the conditions of insurance (operation, storage, type of vessel, etc.):

- Depending on the type and operating conditions of the vessel, our specialists will select the most appropriate for your company's insurance coverage. Requests are handled by insurance as soon as possible
- Policies of "GUTA-Insurance" meet all international norms and requirements of marine practice.
- Granted certificates required in accordance with Russian and international standards

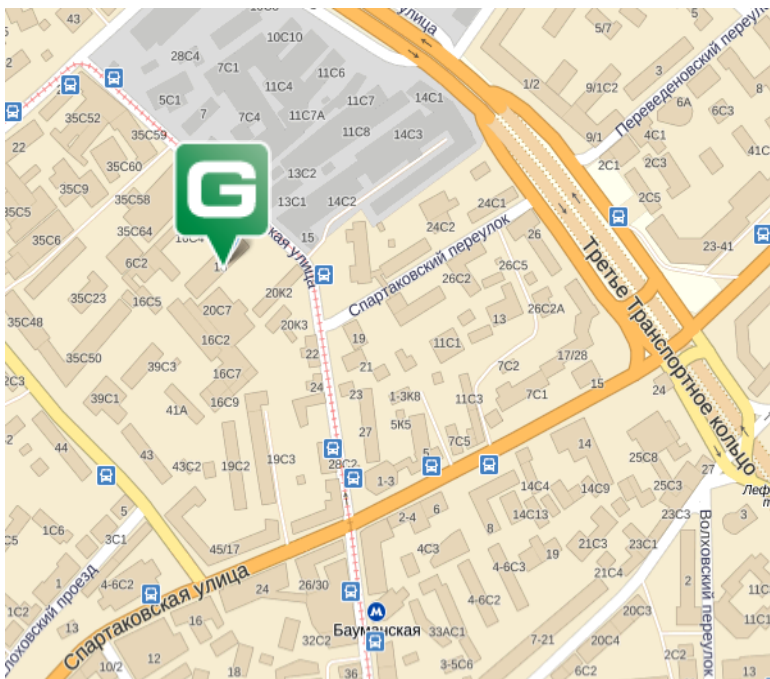
Additional Services:

- provide guidance on the selection of surveyors and emergency commissioners
- provide guidance on the selection of specialized carriers small vessels
- additional discounts and preferential terms to customers insured companies are not only vessels but also other property



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