



# REINSURANCE CAFE LABUAN LIMITED

(Conventional Reinsurance Broking & Retakaful)





# OUR CLIENTS

## INSURERS IN

Central Asia  
South Asia  
South East Asia  
Middle East, Africa  
England  
Russia & CIS

## BROKERS IN

Central Asia  
South Asia  
South East Asia  
Middle East  
Africa  
England  
Russia | CIS

## REINSURERS IN

Africa  
England  
Asia  
Russia  
CIS

## Specialised Insurance Companies

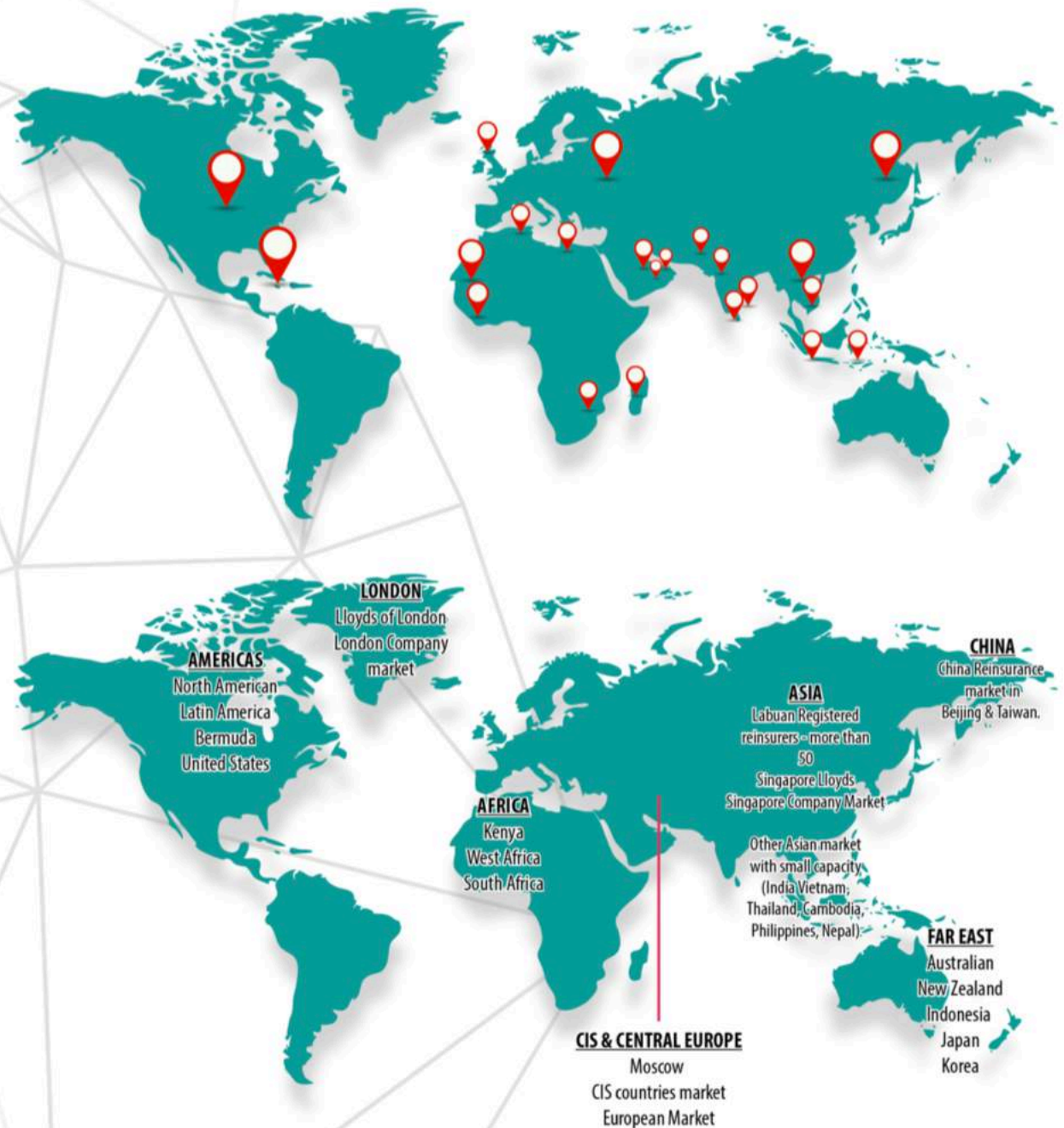
in Asia  
England

## Captives in

Asia  
Far East

## Government

for Mass, Welfare  
Insurance Schemes







## DIRECTOR'S PROFILE

### HITESH KHRISTY

Chief Executive & Principal Officer  
+60 165 852 481 | CEO@RI-Cafe.Com

#### Chief Executive Officer

16+ years of working experience in Insurance, Reinsurance, Business, Underwriting, Government Projects in India, Middle East & European region. He holds **B.S.W., M.S.W., PGD Insurance, PGD Risk Management**, Licensed Composite Broker, Certificate courses in Insurance & General Insurance & Public Speaking.

Has been an Author to Insurance book, and columnist to few insurance & reinsurance magazines.

He is a Faculty to few universities for Welfare Insurance, Government Insurance schemes.

He carries extensive experience as Lead broker for Traditional (QS, Surplus, XL) Treaties for Cedents in Africa, Pakistan, Middle East, India & South East Asia.

Speciality Treaty such as MedMal, PI, Standalone Liability, Haulier's Liability, Bonds, Political Risk, Political Violence etc. Facultative for Property & Engineering, Marine, Liability, Health & Medical Insurance for Life & General companies. Has been a Lead broker for majority of his broking career.

### JUNE MACLEANS

Managing Director & Cyber Liability  
+60 165 852 481 | MD@RI-Cafe.Com

An IT Engineer carrying multiple qualifications in Business, Commerce & Information Technology.

A well known name among Reinsurance market of Singapore, Malaysia, Hong Kong, Dubai, London working on IT solutions. She holds Masters of Computer Application, Masters of Commerce, Bachelor of Commerce, Certificate courses in Insurance & 15+ years of experience.

Has been working with some of the largest banks in middle east taking care of IT services. Experience of working with Takaful Banking, Insurance & IT systems. Has been involved in IT solutions for Reinsurance & Insurance.

#### A Cyber Liability Insurance, IT E&O and Computer Crime Insurance expert.

15 years of rich experience of working in India, Dubai, Qatar etc. places. Have travelled and continues to travel to all insurance hubs in world such as Dubai, Singapore, Malaysia, Far East etc.

Contact June with query for IT E&O, Cyber Liability, BBB, Technology matters.

### JEFFREY WHITTAKER

Chairman & Board of Director  
+60 165 852 481 | FAC @RI-Cafe.Com

A British National with 52+ years of experience in Insurance & Reinsurance. He is a **Chartered Insurer, CII Fellow** and member for more than 50 years.

He comes with an experience of working as a Insurer, Insurance Broker and Reinsurance Broker at senior profile.

He has been working in South Asia for more than 25 years. He carries experience of working in England, Zambia, Kenya, Indonesia, Thailand, Cambodia.

He is a resource person for Insurance product trainings in Cambodia, Thailand, Indonesia for the industry and universities. Currently a Deputy Chairman of Insurance Association of Cambodia. He has been CEO to few Insurance companies & Brokers in Asia and carries extensive experience of handling insurance companies portfolio through reinsurance. His specialities are Traditional Treaties, Aviation, Asian Business & government Business. Has been in the Board of a major Aviation Broker in Asia since 2006.



ceo@RI-Cafe.com



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+60 165 852 481



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# FACULTATIVE PORTFOLIO



## PROPERTY

Property - Lead Line  
 Property - Follower Support  
 Property - Firm Orders  
 Construction & Engineering  
 Nuclear Risks  
 Power Generation  
 Mega Risks  
 Ports & Terminals



## LIABILITY

Clinical Trials  
 Crime, BBB, Commercial & FI  
 Financial Institutions, D&O, PI  
 Kidnap & Ransom  
 Medical Malpractice  
 Non Marine General Liability  
 Trade Credit  
 Professional Indemnity  
 Product Liability, Product recall  
 Tour Operator's Liability  
 Event & Event Liability



## MARINE

Cargo  
 Marine Hull  
 Marine Liability  
 Marine War  
 Marine XL  
 Ports & Terminal  
 Specie & Fine Art  
 War  
 Yatch  
 Haulers Liability  
 Terminal Operator's Lib  
 Break up of Voyages



## TERRORISM

Terrorism  
 War on Land  
 Political Violence  
 Terrorism Liability



## AVIATION

Airlines  
 General Aviation  
 Aviation Product, liability  
 Aviation XL  
 Hull & War  
 Fuelling & Refuelling Liability  
 Airport Liability  
 Loss of Liscence for Pilot



## TREATIES OFFER

Second Surplus treaty /  
Parallel treaty for increasing capacity on all class

High Valued Cars & Heavy Vehicles including  
TPL, PAB, OD- Quota share/ XL/Surplus

Political Violence – Property Damage,  
Business Interruption & Terrorism Liability

Standalone Performance & other Bonds

Standalone Credit insurance / Liability /  
Professional Indemnity

Standalone Haulier's Liability (Career's Legal Liability)

Capital Gearing, Portfolio Transfer

Traditional treaties / Whole Account QS/ Surplus/ XL

Agriculture (Yield & Wether Based) Cover.

Standalone Marine Cargo, Hull & Liability

Extended Warranty Programs / Handsets Insurance

## LIFE REINSURANCE

XL Cat and XL Per Life as well as Proportional Treaty.

Group Life, Credit Life, Individual life.

Life Disability, Critical Illness, Long Term Care,  
Personal Accident, Unemployment cover.

Longevity risk and treaty covering  
the gap in mortality tables

Product Development (Assistance from A to Z).

Training/seminar and technical support.

Treaty covering war and/or terrorism.

Reinsurance of variable annuities.

World-Wide Cat cover

Reinsurance pool

Credit life portfolio



## ENERGY INSURANCE

### **Energy Property Insurance:**

Our global presence in reinsurance market makes us capable to deliver competitive and tailor-made solutions.

### **Project Insurance:**

We arrange comprehensive protection for all types of construction projects.

### **Casualty Protection:**

Our Offerings can take care of complex liability and pollution risk exposures inherent in energy industries.

### **Risk Engineering Services:**

We offer network and expertise of our Risk Engineers, Chemical Engineers, Energy Audit Experts & Risk Mitigation experts.

### **Claims Recovery:**

We offer our network & expertise of Loss Adjusters, in each line of business for Property, Business Interruption, Liability, Casualty for settlements of smooth claims.

## OTHER OFFERS

- Mechanical Breakdown
- Operators Extra Expense
- Liability, Pollution
- Onshore Energy Risks -  
Onshore property, including equipment
- Offshore Energy Risks -  
Offshore property, including rig physical damage and offshore construction coverage for onshore energy projects for Energy Liability Risks
- Business interruption/loss of production income
- Control of well/operators extra expense costs/re-drill/seepage/pollution
- Excess liability/umbrella
- General liability
- Hull and machinery/total loss cover/freight interest/loss of hire

## POWER & UTILITIES

- Thermal Power Station
- Hydro Electric Power Station
- Nuclear Power Station
- Coal-fired Power Station
- Bioenergy & Biomass Plant
- Transmission & Distribution Networks.
- Geothermal Energy
- Renewable Energy Station
  - Windmill
  - Solar Station

## OTHER OFFERS

- Erection All Risk and Construction All Risk (EAR/CAR) cover
- Loss of Profit cover during construction phase
- Cargo cover including project cargo
- Machinery breakdown and business interruption cover
- Risk consulting and service through the entire life cycle of a facility
- Regular plant visits and reports
- Years of compiled data to better monitor trends and advise clients
  
- Experts with decades of experience in the power and utilities field, both as insurers and in the business itself.
  
- Property 'All Risks' coverage for real estate assets
- Liability coverage including environmental liability
- Directors & officers liability
- International insurance programs
- Business continuity support
- Crisis management support



# CAPTIVE INSURANCE

## CAPTIVE INSURANCE – LARGE CORPORATE

A CAPTIVE INSURER IS GENERALLY DEFINED AS AN INSURANCE COMPANY THAT IS WHOLLY OWNED AND CONTROLLED BY ITS INSUREDS.

- 90% OF FORTUNE 1000 COMPANIES HAVE CAPTIVES
- 7,000 CAPTIVES IN THE WORLD

-50% OF NON-LIFE INSURANCE PREMIUMS WRITTEN THROUGH THESE CAPTIVES

## ADVANTAGES

- Reduction in overall risk costs.
- Improve and tailor coverages.
- Participation in underwriting results.
- Access to wholesale reinsurance markets.
- Earn interest income & maintain stability of pricing.
- Secure broader coverage & participate in claims management with greater control.
- Improve cash flow.
- Inculcate risk improvement to improve operational efficiency.

## TYPES OF CAPTIVE

- Form & own by ABC Corp. to underwrite for it's subsidiaries & qualified associate companies.
- Holding owned captive collects premiums, pay losses, derives investment income from the operating.
- Companies supporting the captives Beneficial ownership belongs to shareholder only.

## HOW TO FORM A CAPTIVE COMPANY

- Appoint expert to conduct free Preliminary Captive Assessment (PCA).
- Provide insurance underwriting information.
- If study is positive, a high quality captive design and business plan will be drawn up.
- Submission of captive application with supporting documents.





# REINSURANCE CAFE LABUAN LIMITED

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## **Co-Location Office:**

B1 - 8 - 7, Soho Suites KLCC, Jalan Perak (Near Petronas Twin Tower),  
50450, Kuala Lumpur, Malaysia.

## **Registered Office:**

63, 1st Floor, Jalan Merdeka, 87007, Labuan F.T., Malaysia.

Licensed by: Labuan Financial Services Authority, Malaysia.  
Company Registration Number: LL14525  
Member of Labuan International Insurance Association



[ceo@RI-Cafe.com](mailto:ceo@RI-Cafe.com)



<https://www.facebook.com/reinsurancecafe/>



+60 165 852 481



<https://www.linkedin.com/company/reinsurance-cafe/>