

## **Introduction of Japan England Insurance Brokers (JEIB) Group**

Sandy K. Sano

Group Chairman

### **About JEIB Group**

Japan England Insurance Brokers Limited (JEIB UK) was established in 1986 in London as the first Japanese insurance broker to provide insurance and risk management services to Japanese companies which had business operations in the U.K. Over the past 35 years we built up business relations with leading international insurance companies and major Japanese insurance companies. We are proud ourselves that our clients (corporate as well as Japanese nationals in the U.K.) valued highly our commitment to building lasting relationship with them in insurance and risk management services.

In 2005 we were authorized by the Financial Services Authority (U.K.) as an independent insurance intermediary. Our executives and staff worked together as a team to provide better services to our clients. In 2013 we were approved registration as Lloyd's broker, an accolade for the professional insurance broker in London.

JEIB Japan was established as JEIB Group's insurance broker subsidiary in Japan. Its strength lies in the fact that most of its executives, advisors and staff have knowledge, experience, and expertise in international insurance business in the U.K. and the U.S.A. in both direct and reinsurance business. Added to this, JEIB UK is in a position to extend support to JEIB Japan through its access to the London market.

Having said that, JEIB Group is eager to deliver bespoke insurance and risk management solutions to Japanese companies (particularly SME) that have already business operations or have plans to expand business globally hand in hand with our business partners (insurance companies and insurance intermediaries) at home and international markets.

## About JEIB Japan

JEIB Japan set up business in Tokyo in 2012.

Our knowledge of markets and products and ability to understand our clients' needs and requirements enable us to look at your business, at options you may not have considered and provide new perspectives that may offer better outcomes. We come to you with the answers rather than wait for you to come to us with questions.

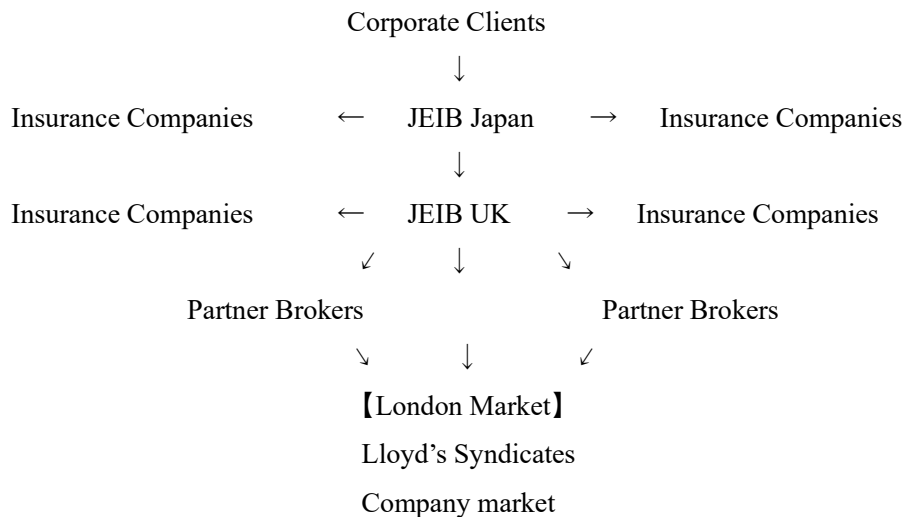
## Outline of JEIB Japan

Corporate Name	JEIB Japan Co., Ltd
Address	Park Court Toranomom Atago Tower 3-14-1-505, Totanomom, Minato-ku, Tokyo 105-0001
Telephone:	03-3431-5435
Fax:	03-6854-5635
Established	19 November, 2012
Directors	Keisaku Sano, Chairman & CEO Yo Oda, Managing Director Nobuhiro Miyamoto, Executive Vice Chairman Takashi Tanno, Executive Director Toshiki Kawai, General Manager for Marine Industry Production Dept.
Services	1. Comprehensive risk consulting for corporate clients planning to start overseas operations 2. Insurance and reinsurance services to satisfy corporate clients needs ⇒ Please ask any risk management services including insurance you may need

## Our strength

1. To support developing international and or special insurance program
  - Global Program, International Trade/Export Credit Insurance, Risk Management for International Operations
2. Staff equipped with risk management skills in areas of property and casualty insurance
  - Analysis from Fire/Earthquake Risks down to Overseas Products Liability Litigations
  - Bespoke solutions tailored to our clients needs

3. Insurance necessary for international strategy such as M & A
  - We arrange Representations & Warranty Insurance etc. through making use of the capacity of London market
4. We make proposals for insurance cover for natural perils/special risks such as wind flood and/or terrorism risks in foreign countries that is not readily available in the Japanese insurance market.



### **Our services**

We are well equipped to deliver not only risk consulting services but also handle special insurance cover your current insurer may not be able to provide you. We have the advantage of getting access to London market through our parent and their friendly brokers such as RFIB Group in special risks as well as reinsurance.

### **Overseas Emergency Response Services**

We established partnership with Overseas Response Services (ORS), a corporate security consultant, that provide emergency response services for senior executives and employees abroad of our clients who signed up with ORS. ORS has a network of emergency response professionals worldwide.

Services include:

- Threat, Seizure
- Contamination of Products
- Unwarranted Detention or Restriction of Senior Executives and Employees Abroad
- Stoker
- Irregularities in Workplace

### **Corporate Risk Assessments through Risk Consulting**

We provide risk assessments through risk consulting services.

## Classes of Insurance we handle

Protection and Indemnity

Freight, Demurrage and Defense

Hull and Machinery

Marine Cyber

COFR

Marine War Risks

Marine Cargo Insurance

Property damage due to fire, natural perils

Earthquake insurance

Flood and windstorm

Special Fire (All Risks)

Stock-Through-Put Policy (Combination of Cargo & Species, Inland Transit, Storage and Exhibitions)

Construction All Risks/Erection All Risks

Business Income/Consequential Loss

Earthquake

Trade Credit/Export Credit

Dishonesty (Embezzlement and Breach of Trust by Employees)

Cancellation of Event

Third Party Liability

Comprehensive General Liability

Products & Operation Liability

Product Recall

Intimidation Extortion ( for Food Products, Medicines etc.)

Directors and Officers Liability (including Class actions)

Professional Indemnity/Errors & Omissions

Environment Impairment Liability

Employment Practice Liability (for Discrimination in Employment, Unfair Dismissal, Sexual Harassment etc.)

Risk Management Abroad

Export Credit

Political Risks

Products Liability/Product Recall

Captive Management

Reinsurance

Merger & Acquisition

Consultation

Terrorism, Kidnap & Ransom

Rent a captive

Facultative & Treaty Reinsurance

Representations & Warranties

Proposal for saving insurance costs

Reviewing existing insurance program

**JEIB Japan**

Address: Park Court Atago Tower, 3-14-1-505, Toranomom, Minato-ku, Tokyo 105-0001

Tel: +81-3-3431-5345

Fax: +81-3-6854-5635

URL: <http://www.jeibjapan.co.jp/>