



 Insurance

**What
we can do
for you
in Hong Kong**

What we can do for you

Hong Kong

At AXA XL, we work closely together with other AXA teams around the globe to provide you and your client the most holistic service and relevant solutions.

Product	Capacity	Target Clients	Contact
Casualty			
Casualty			
Public Liability, Products Liability, CGL + Extensions: <ul style="list-style-type: none">• Manufacturers E&O• Product Recall Expenses (1st &/or 3rd party)• Dismantling & Reinstallation Excess or Umbrella Liability, Tailor-Made Solutions, Global Programmes, Construction Liability, Facilities / Structured Portfolio Solutions	USD 100,000,000	Large and Mid-Market Corporate and Commercial business, Domestic and/or Multinational Exposures. Industry segments include (but are not limited to) Automotive Parts Suppliers, Agriculture, Construction, Energy / Utilities, Engineering, Financial Institutions, Food & Beverage, Hospitality, Infrastructure, Logistics, Manufacturing, Real Estate, Recreation Industries, Retail / Wholesale business, Service Industries	Anna Jzie T + 852 2820 5836 M + 852 6823 5685 anna.jzie@axaxl.com Tina Tang T + 852 2820 5846 M + 852 9766 5870 tina.tang@axaxl.com Megan Yeung T + 852 2820 5841 megan.yeung@axaxl.com
Environmental			
Pollution & Remediation Legal Liability (Fixed Site) Contractor Pollution Liability (CPL) Real Estate Environmental Protection Policy (REEP)	USD 50,000,000	Small, medium or large corporate and commercial business. Domestic and/or Multinational exposures including, (but not limited to): Waste companies, Contractors, Construction projects, Energy/Mining/Utilities, Ports, All Manufacturing companies (including Metal, Food & Beverage), Agriculture, Infrastructure, Logistics. All Merger & Acquisition deals, including Share and Asset purchases (eg. Property purchases and sales)	Andrew Hookings T + 61 2 8270 1404 M + 61 417 263 317 andrew.hookings@axaxl.com Anna Jzie T + 852 2820 5836 M + 852 6823 5685 anna.jzie@axaxl.com
Property, Energy & Construction			
Property			
Industrial All Risk, Global Programmes, Captives, Facilities, Binders	USD 500,000,000	Large and Complex Risks, Multinational Risks, Middle Market Risks, Real Estate, Infrastructure and Ports Light industrial, Hi-Tech Hospitality/Leisure	Johnny Suen T + 852 2820 5856 M + 852 6296 6778 johnny.suen@axaxl.com Cane Yik T + 852 2820 5858 M + 852 9330 0135 cane.yik@axaxl.com Santa Lo T + 852 3719 4322 M + 852 9193 9017 santa.lo@axaxl.com Nicci Hung T + 852 2820 5875 M + 852 9261 2577 nicci.hung@axaxl.com
Energy			
Offshore, Upstream	USD 400,000,000	Regional operators, Regional non-operators, Drilling Contractors, Yard Construction risk, Major-operated projects	Simon Taylor T + 65 6854 3835 M + 65 9722 0061 simon.taylor@axaxl.com
Offshore Wind Power	USD 150,000,000	Offshore Wind Construction and Operational	Simon Yeo T + 65 6880 4331 M + 65 8328 4196 simon.yeo@axaxl.com Simon Taylor T + 65 6854 3835 M + 65 9722 0061 simon.taylor@axaxl.com

Product	Capacity	Target Clients	Contact
Onshore, O&G, Power Gen	USD 200,000,000	Power & Utilities (Gas fired, Hydro, Renewables, Solar, Wind, Geothermal) Oil & Gas, Petrochemical, Refining, Gas Plants, Pipelines, Storage/Tank Farms	Dean West T + 65 6854 3856 M + 65 9770 1433 dean.west@axaxl.com Alethea Seow T + 65 6751 5244 M + 65 9770 3604 alethea.seow@axaxl.com Candy Ong T + 65 6854 3849 M + 65 8869 5008 candy.ong@axaxl.com

Construction

CAR/EAR	USD 200,000,000	Power & Utilities, Renewables (Solar, Wind, Geothermal) Oil and gas, Chemicals etc. Infrastructure, Heavy Civils, Heavy Industry, Buildings, High Technology, Open Cut Mining	Dean West T + 65 6854 3856 M + 65 9770 1433 dean.west@axaxl.com David Poh T + 65 6603 6650 M + 65 9117 7587 david.poh@axaxl.com Simon Yeo T + 65 6880 4331 M + 65 8328 4196 simon.yeo@axaxl.com
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Specialty

Accident & Health

Group Personal Accident and Business Travel	Up to USD 5,000,000 any one person USD 25,000,000 any one event	Large, complex and specialty risks including aviation and marine including captive structures	Yvonne Sah T + 65 6751 5241 yvonne.sah@axaxl.com
Expatriate Medical Expenses/PMI	USD 5,000,000 any one person	MGA insurance or equivalent reinsurance programmes	
Aircrew Loss of Licence and income protection	USD 1,000,000 any one person	Commercial Pilots and Air Traffic Controllers	
Commercial Ships Crew PA/Disability/Family Medical	USD 1,000,000 any one person	Commercial Ships' and Yachts' Crew and dependents	
All Speciality Accident and Health	Up to USD 10,000,000 any one person/ USD 25,000,000 any one event	Unusual or complex risks on a per risk or event basis. War or similar exposures. Reinsurance and Insurance, where licences permit	
Reinsurance protection of Medical Portfolios	Up to USD 5,000,000 any one person	Non-proportional protections above USD 50,000 any one person. Stop Loss contracts on established portfolios only.	

Aerospace

Airlines	USD 75,000,000 Hull USD 500,000,000 Liabilities	Airline Fleets, Regional, Flag Carriers, Charter, Cargo	Itono Hakim T + 65 6751 5246 M + 65 9770 8119 itono.hakim@axaxl.com
General Aviation	USD 75,000,000 Hull USD 750,000,000 Liabilities	All Fixed & Rotor Wing, PB&P, Industrial Aid, Commercial, Operators	Valerie Lau T + 65 6854 3820 M + 65 97702602 valerie.lau@axaxl.com
Products & Airports	USD 750,000,000	Manufacturers, MRO, Refuellers, ATC, Airports, Ground Handlers	

Product	Capacity	Target Clients	Contact
Aerospace continued			
Ancillary Coverages	Various	Hull War, AVN 52, PA & Loss of Licence	Itono Hakim T + 65 6751 5246 M + 65 9770 8119 itono.hakim@axaxl.com
Space	USD 40,000,000 Hull USD 100,000,000 Liabilities	Launch vehicle providers, Satellite Manufacturers, Satellite Owners, Transponder users	Valerie Lau T + 65 6854 3820 M + 65 97702602 valerie.lau@axaxl.com

Crisis Management & Special Risks

Terrorism, War, Political Violence Terrorism Liability Active Assailant Auto Terror Protect (ATP)	Up to USD 250,000,000 Property/Operational: 3+ years Construction: 5 years	All segments and sectors including: offices and other real estate, retail, manufacturing, power, oil & gas, renewables, chemical and pharmaceutical, construction and infrastructure, hotels, casinos, municipal property, airports and logistics	Cristin Li T + 852 2820 5895 M + 852 6826 3876 cristin.li@axaxl.com
Product Recall	USD 50,000,000	Automotive Components, Food and Beverage, Consumer Goods	
Event Cancellation, Non-Appearance, Prize Indemnity	Up to USD 100,000,000	Sporting Events, Conferences, Exhibitions and Tradeshows. Lotteries, Hole-in-One, Sporting Event Promotions, and Contractual Bonus.	

Art, Specie & Bloodstock

Fine Art, Jeweller Block, Cash in Transit, Vault Risk, Precious Metal, and Private Client (UHNW)	USD 300,000,000 Art and Private Client (UHNW) up to USD 600,000,000	Exhibitions, Museums, Art Collections, Jewellers, Art Dealers, Cash Logistics, Banks, Precious Metals and Private Client (UHNW)	Jennifer Scally T + 852 3702 2640 M + 852 5508 8019 jennifer.scally@axaxl.com Lesi Wong (Specie and Bloodstock) T + 852 2820 5852 M + 852 6290 8276 lesi.wong@axaxl.com Maggie Li T + 852 2820 5831 maggie.li@axaxl.com Bim So (Art) T + 852 3702 2794 M + 852 5500 3310 bim.so@axaxl.com Arie Low (Private Client) T + 852 3702 2793 M + 852 9096 9022 arie.low@axaxl.com
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Marine

Cargo	USD 150,000,000 (project) USD 100,000,000 (cargo)	Project cargo, Bulk oil/Commodities (Hard & Soft), High Tech, Arms & Ammunition, Stock Throughput	Shirley Hung T + 852 2161 0028 M + 852 6392 9858 shirley.hung@axaxl.com Shirley Kwok T + 852 2161 0021 M + 852 9664 2264 shirley.kwok@axaxl.com Gary Tin T + 852 2820 5873 M + 852 9266 1315 gary.tin@axaxl.com
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Product	Capacity	Target Clients	Contact
Political Risk, Credit & Bond			
Political Risk – Equity and Debt: Expropriation, Currency Inconvertibility, Political Violence, and Arbitration Award Default Political Risk – Contract Frustration (CF): Non-payment, public sector borrowers, Licence cancellation, trade embargo, war	USD 150,000,000 per risk	Exporters, Manufacturers, Commodity Traders, Mining Projects, Global Financial Institutions, Engineering, Procurement, Construction contractors, Foreign Direct Investment	Mark Houghton T + 65 6603 1247 M + 65 9088 7166 mark.houghton@axaxl.com Mei Yean Lim T + 65 6603 6676 M + 65 8318 0836 meiyean.lim@axaxl.com Victoria Soo T + 65 6603 1225 M + 65 9722 6860 victoria.soo@axaxl.com Thomas Ng T + 65 6603 1228 M + 65 9139 6477 thomas.ng@axaxl.com Bonnie Chow T + 61 2 8270 142 M + 61 472 835 764 bonnie.chow@axaxl.com
Credit Insurance: Non-payment, private sector obligors, Project, Infrastructure, Structured Finance, Trade and Non-Trade	USD 150,000,000 per obligor 10 – 20 years		

Global Programs

Global programs provided for most products mentioned in this document	According to respective product mentioned in this document	Large multinational and domestic companies Private and public companies	Shiwei Jin T + 852 2820 5829 M + 852 6051 8036 shiwei.jin@axaxl.com Stephen Nguyen T + 852 2820 5820 M + 852 9781 1177 stephen.nguyen@axaxl.com
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Captives

Captive fronting provided for all products mentioned in this document	Fronting Limits according to respective product mentioned in this document. Amount ceded to captive will be reviewed on a case by case basis and subject to credit review.	Large multinational and domestic companies with a captive Private and public companies with a captive	Shiwei Jin T + 852 2820 5829 M + 852 6051 8036 shiwei.jin@axaxl.com
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Portfolio Solutions

Facilities / MGAs / Binders / Delegated Authorities / Portfolio Solutions / Panel arrangements / Schemes / Affinities / Industry Group Solutions

Casualty – Non-complex Excess and Primary Environmental Excess and Primary Property/Construction Financial Lines, A&H, Aviation, Product Recall Crisis Management, Equine, FAS, Marine	according to the specific approach	Strategic & structured approach to development/growth of Facilities, Binders, Delegated Authorities, Portfolio Solutions, Panel arrangements, Schemes, Affinities, Industry groups in almost all lines of business	Stephen Nguyen T + 852 2820 5820 M + 852 9781 1177 stephen.nguyen@axaxl.com
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Product	Capacity	Target Clients	Contact
Structured Risk Solutions			
Structured Reinsurance for Captive Insurance Company	varies by client, structure and solution up to USD 100,000,000	Almost any market or industry segments and sectors	Shiwei Jin T + 852 2820 5829 M + 852 6051 8036 shiwei.jin@axaxl.com
Structured Insurance for Corporate Clients	varies by client, structure and solution up to USD 100,000,000		
Tailor-made Risk Transfer Solutions for Corporate Clients	up to USD 100,000,000		

Climate Risk Solutions/ Parametric Solutions

Climate Risk Solutions / Parametric Basis

Parametric based solutions to provide protection for: 1. Climate based perils: Rainfall/ Drought, Heat / Cold Waves (Temperature), Hail, Wildfire, Wind Speed, Solar Radiation, etc. 2. Nat-Cat Protection (Cat in Box) against Cyclones, Flood, Earthquakes, etc.	up to USD 15,000,000 per location	Food (Agriculture), Energy generation, Transport, Construction, Hospitality, Key Public Assets (Airports, Hospitals, back office operations)	Ankush Bhardwaj M + 65 9754 7092 ankush.bhardwaj@axaxl.com
Parametric (Nat-Cat) Layer to traditional reinsurance program (Deductible buy down)	up to USD 15,000,000		

