



X<sup>L</sup> Insurance

**What  
we can do  
for you  
in Singapore**

# What we can do for you

## Singapore

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   |
|---|-----------------|--|---|
| <b>Casualty</b>   |                 |  |   |
| <b>Casualty</b>   |                 |  |   |
| Public Liability, Products Liability, CGL + Extensions: <ul style="list-style-type: none"><li>• Manufacturers E&amp;O</li><li>• Product Recall Expenses (1st &amp;/or 3rd party)</li><li>• Dismantling &amp; Reinstallation</li></ul> 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              | <b>Lloyd Haynes</b><br>T + 65 6603 6687<br>M + 65 9770 0021<br>lloyd.haynes@axaxl.com<br><b>Louisa Lu</b><br>T + 65 6603 6690<br>M + 65 8428 8298<br>louisa.lu@axaxl.com<br><b>Elishe Quek</b><br>T + 65 6854 3854<br>M + 65 9825 8344<br>elishe.quek@axaxl.com<br><b>Santhi Ramachandran</b><br>T + 65 6603 6653<br>M + 65 8799 7488<br>santhi.ramachandran@axaxl.com<br><b>Maggie Lui</b><br>T + 65 6854 3881<br>maggie.lui@axaxl.com                       |
| <b>Environmental</b>  |                 |  |   |
| Pollution & Remediation Legal Liability (Fixed Site)<br>Contractor Pollution Liability (CPL)<br>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):<br>Waste companies, Contractors, Construction projects, Energy/Mining/Utilities, Ports, All Manufacturing companies (including Metal, Food & Beverage), Agriculture, Infrastructure, Logistics.<br>All Merger & Acquisition deals, including Share and Asset purchases (eg. Property purchases and sales) | <b>Andrew Hookings</b><br>T + 61 2 8270 1404<br>M + 61 417 263 317<br>andrew.hookings@axaxl.com<br><b>Elishe Quek</b><br>T + 65 6854 3854<br>M + 65 9825 8344<br>elishe.quek@axaxl.com  |
| <b>Property, Energy &amp; Construction</b>  |                 |  |   |
| <b>Property</b>   |                 |  |   |
| Industrial All Risk, Global / International 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  | <b>Guillaume Parard</b><br>T + 65 6880 4596<br>M + 65 9189 7583<br>guillaume.parard@axaxl.com<br><b>Wilson Yeo</b><br>T + 65 6603 1214<br>M + 65 8799 6288<br>wilson.yeo@axaxl.com<br><b>Lye Hui Ying</b><br>T + 65 6603 1217<br>huiying.lye@axaxl.com<br><b>Norvin Chandra</b><br>T + 65 6854 3872<br>norvin.chandra@axaxl.com<br><b>Dan Ng</b><br>T + 65 6880 4622<br>dan.ng@axaxl.com<br><b>Sherline Ang</b><br>T + 65 6880 4821<br>sherline.ang@axaxl.com |

| Product                             | Capacity        | Target Clients   | Contact   |
|-------------------------------------|-----------------|--|---|
| <b>Energy</b><br>Offshore, Upstream | USD 400,000,000 | Regional operators, Regional non-operators, Drilling Contractors, Yard Construction risk, Major-operated projects  | <b>Simon Taylor</b><br>T + 65 6854 3835<br>M + 65 9722 0061<br>simon.taylor@axaxl.com   |
| Offshore Wind Power                 | USD 150,000,000 | Offshore Wind Construction and Operational   | <b>Simon Yeo</b><br>T + 65 6880 4331<br>M + 65 8328 4196<br>simon.yeo@axaxl.com<br><br><b>Simon Taylor</b><br>T + 65 6854 3835<br>M + 65 9722 0061<br>simon.taylor@axaxl.com  |
| Onshore, O&G, Power Generation      | USD 200,000,000 | Power & Utilities (Gas fired, Hydro, Renewables, Solar, Wind, Geothermal)<br>Oil & Gas, Petrochemical, Refining, Gas Plants, Pipelines, Storage/Tank Farms | <b>Dean West</b><br>T + 65 6854 3856<br>M + 65 9770 1433<br>dean.west@axaxl.com<br><br><b>Alethea Seow</b><br>T + 65 6751 5244<br>M + 65 9770 3604<br>alethea.seow@axaxl.com<br><br><b>Kevin Choi</b><br>T + 65 6751 5247<br>M + 65 9770 6138<br>kevin.choi@axaxl.com<br><br><b>Satyendra Sharma</b><br>T + 65 6854 3830<br>M + 65 9853 5010<br>satyendra.sharma@axaxl.com<br><br><b>Candy Ong</b><br>T + 65 6854 3849<br>M + 65 8869 5008<br>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 | <b>Dean West</b><br>T + 65 6854 3856<br>M + 65 9770 1433<br>dean.west@axaxl.com<br><br><b>David Poh</b><br>T + 65 6603 6650<br>M + 65 9117 7587<br>david.poh@axaxl.com<br><br><b>Simon Yeo</b><br>T + 65 6880 4331<br>M + 65 8328 4196<br>simon.yeo@axaxl.com |
|---------|-----------------|---|---|

| Product   | Capacity       | Target Clients   | Contact   |
|---|----------------|--|---|
| <b>Financial Lines</b>  |                |  |   |
| <b>Commercial</b>   |                |  |   |
| D&O – Broad form D&O,<br>D&O – Broad form A-Side,<br>DIC, D&O – POSI,<br>Commercial Crime | USD 15,000,000 | All industry sectors, privately held and publicly traded companies   | <p><b>James Nicholson</b><br/>T + 65 854 3808<br/>M + 65 9722 6491<br/>james.nicholson@axaxl.com</p> <p><b>Pan Zheng Hong</b><br/>T + 65 6854 3845<br/>M + 65 9475 8803<br/>zhenghong.pan@axaxl.com</p> <p><b>Olga Wong</b><br/>T + 65 6854 3895<br/>M + 65 9740 7970<br/>olga.wong@axaxl.com</p> <p><b>Cherie Gan</b><br/>T + 65 6854 3863<br/>cherie.gan@axaxl.com</p>  |
| <b>Financial Institutions</b>   |                |  |   |
| Civil Liability Insurance, BBB, D&O, IMI,<br>Venture Capital/ Private Equity              | USD 15,000,000 | Financial Institutions, Insurance Companies,<br>Investment Managers, Venture Capital and Private,<br>Equity Firms  | As above  |
| <b>Professional Indemnity</b>   |                |  |   |
| Architects & Engineers, Accountants PI,<br>Lawyers PI, Technology PI, Cyber               | USD 15,000,000 | All industry sectors;<br>privately held/publicly traded companies  | As above  |
| <b>Cyber</b>  |                |  |   |
| Both third-party liability and first-party losses   | USD 15,000,000 | All industry sectors; Financial Institutions, Health-care, Hospitality, Internet and Technology companies, Manufacturing, Professional Services, Retail, Utilities | <p><b>Sam Bye</b><br/>T + 65 6854 3880<br/>sam.bye@axaxl.com</p> <p><b>James Nicholson</b><br/>T + 65 854 3808<br/>M + 65 9722 6491<br/>james.nicholson@axaxl.com</p> <p><b>Pan Zheng Hong</b><br/>T + 65 6854 3845<br/>M + 65 9475 8803<br/>zhenghong.pan@axaxl.com</p> <p><b>Olga Wong</b><br/>T + 65 6854 3895<br/>M + 65 9740 7970<br/>olga.wong@axaxl.com</p> <p><b>Cherie Gan</b><br/>T + 65 6854 3863<br/>cherie.gan@axaxl.com</p> |

| Product  | Capacity   | Target Clients  | Contact   |
|--|--|---|---|
| <b>Specialty</b>                                   |  |   |   |
| <b>Accident &amp; Health</b>                       |  |   |   |
| 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                                     | <b>Mark Houghton</b><br>T + 65 6603 1247<br>M + 65 9088 7166<br>mark.houghton@axaxl.com |
| Expatriate Medical Expenses/IPMI                   | USD 5,000,000 any one person   | MGA insurance or equivalent reinsurance programmes  | <b>Yvonne Sah</b><br>T + 65 6751 5241<br>yvonne.sah@axaxl.com                           |
| 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 Specialty Accident and Health                  | Up to USD 10,000,000 any one person/<br>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            | Aircraft Hull up to USD 75,000,000<br>Aircraft Liability up to USD 500,000,000 | Airline Fleets, Regional, Flag Carriers, Charter, Cargo                                   | <b>Itono Hakim</b><br>T + 65 6751 5246<br>M + 65 9770 8119<br>itono.hakim@axaxl.com<br><br><b>Valerie Lau</b><br>T + 65 6854 3820<br>M + 65 9770 2602<br>valerie.lau@axaxl.com |
| General Aviation    | Aircraft Hull up to USD 75,000,000<br>Aircraft Liability up to USD 750,000,000 | All Fixed & Rotor Wing, PB&P, Industrial Aid, Commercial, Operators                       |  |
| Products & Airports | USD 750,000,000  | Manufacturers, MRO, Refuellers, ATC, Airports, Ground Handlers                            |  |
| Ancillary Coverages | Various  | Hull War, AVN 52, PA & Loss of Licence  |  |
| Space               | USD 40,000,000 Hull<br>USD 100,000,000 Liabilities                             | Launch vehicle providers, Satellite Manufacturers<br>Satellite, Owners, Transponder users |  |

## Crisis Management & Special Risks

|  |   |   |   |
|--|---|---|---|
| Terrorism, War, Political Violence<br>Terrorism Liability<br>Active Assailant<br>Auto Terror Protect (ATP) | Up to USD 250,000,000<br>Property/Operational:<br>3+ years<br>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 | <b>Carrie Huang</b><br>T + 65 6603 1215<br>M + 65 8113 6915<br>carrie.huang@axaxl.com<br><br><b>Chiew Peiru</b><br>T + 65 6751 5211<br>M + 65 9722 0119<br>peiru.chiew@axaxl.com<br><br><b>Eleanor Yang</b><br>T + 65 6854 3852<br>M + 65 9661 0273<br>eleanor.yang@axaxl.com |
| Product Recall   | USD 50,000,000  | Automotive Components, Food and Beverage, Consumer Goods  | <b>Carrie Huang</b><br>T + 65 6603 1215<br>M + 65 8113 6915<br>carrie.huang@axaxl.com   |
| Event Cancellation, Non-Appearance, Prize Indemnity  | USD 100,000,000   | Sporting Events, Conferences, Exhibitions and Tradeshow.<br>Lotteries, Hole-in-One, Sporting Event Promotions, Contractual Bonus.   | <b>Eleanor Yang</b><br>T + 65 6854 3852<br>M + 65 9661 0273<br>eleanor.yang@axaxl.com   |

| Product  | Capacity        | Target Clients  | Contact   |
|--|-----------------|---|---|
| <b>Art, Specie &amp; Bloodstock</b>                                    |                 |   |   |
| Fine Art, Jewellers Block, Cash in Transit, Vault Risk, Precious Metal | USD 300,000,000 | Exhibitions, Museums, Art Collections, Jewellers, Art Dealers, Cash Logistics, Banks, Precious Metals | <p><b>Mona Yong</b><br/>T + 65 6603 1226<br/>M + 65 9018 8335<br/>mona.yong@axaxl.com</p> <p><b>Edrick Tang</b><br/>T + 65 6603 1246<br/>M + 65 9270 4273<br/>edrick.tang@axaxl.com</p> |

## Marine

|       |  |  |  |
|-------|--|--|--|
| Cargo | USD 150,000,000 (project)<br>USD 100,000,000 (cargo) | Project cargo, Bulk oil/Commodities (Hard & Soft), High Tech, Arms & Ammunition, Stock Throughput        | <p><b>Luca Ronsisvalle</b><br/>T + 65 6880 4951<br/>M + 65 9004 6859<br/>luca.ronsisvalle@axaxl.com</p> <p><b>Marcus Seow</b><br/>T + 65 6603 1020<br/>M + 65 9027 0540<br/>marcus.seow@axaxl.com</p> <p><b>Naleena Moore</b><br/>T + 65 6880 4405<br/>M + 65 9618 8418<br/>naleena.moore@axaxl.com</p>  |
| Hull  | USD 60,000,000                                       | Blue, Brown and Offshore support and Construction Vessels, Ship Builders, Fishing Vessels, Tugs & Barges | <p><b>Jonathan Holmes</b><br/>T + 65 6603 6685<br/>M + 65 9711 0266<br/>jonathan.holmes@axaxl.com</p> <p><b>Tan Woei Chi</b><br/>T + 65 6880 4497<br/>M + 65 8498 8792<br/>woeichi.tan@axaxl.com</p> <p><b>Pauline Lim</b><br/>T + 65 6603 1249<br/>M + 65 9088 8954<br/>pauline.lim@axaxl.com</p> <p><b>Isabelle Phua</b><br/>T + 65 6880 3175<br/>M + 65 8498 6524<br/>isabelle.phua@axaxl.com</p> <p><b>Alice Kwok</b><br/>T + 65 6603 1224<br/>M + 65 9138 1556<br/>alice.kwok@axaxl.com</p> |

## Political Risk, Credit & Bond

|  |                          |  |   |
|--|--------------------------|--|---|
| <p>Political Risk – Equity and Debt:<br/>Expropriation, Currency Inconvertibility, Political Violence, and Arbitration Award Default</p> <p>Political Risk – Contract Frustration (CF):<br/>Non-payment, public sector borrowers, Licence cancellation, trade embargo, war</p> | USD 150,000,000 per risk | Exporters, Manufacturers, Commodity Traders, Mining Projects, Global Financial Institutions, Engineering, Procurement, Construction contractors, Foreign Direct Investment | <p><b>Mark Houghton</b><br/>T + 65 6603 1247<br/>M + 65 9088 7166<br/>mark.houghton@axaxl.com</p> <p><b>Mei Yean Lim</b><br/>T + 65 6603 6676<br/>M + 65 8318 0836<br/>meiyeon.lim@axaxl.com</p>  |
| Credit Insurance:<br>Non-payment, private sector obligors, Project, Infrastructure, Structured Finance, Trade and Non-Trade  | 15 – 20 years            | as above   | <p><b>Victoria Soo</b><br/>T + 65 6603 1225<br/>M + 65 9722 6860<br/>victoria.soo@axaxl.com</p> <p><b>Thomas Ng</b><br/>T + 65 6603 1228<br/>M + 65 9139 6477<br/>thomas.ng@axaxl.com</p> <p><b>Bonnie Chow</b><br/>T + 61 2 8270 1427<br/>M + 61 472 835 764<br/>bonnie.chow@axaxl.com</p> |

| Product  | Capacity  | Target Clients   | Contact  |
|--|---|--|--|
| <b>Global Programs</b>   |   |  |  |
| Global programs provided for most products mentioned in this document  | According to respective product mentioned in this document  | Large multinational and domestic companies<br>Private and public companies   | <b>Shiwei Jin</b><br>T + 852 2820 5829<br>M + 852 6051 8036<br>shiwei.jin@axaxl.com<br><br><b>Zoe Xie</b><br>T + 65 6603 6662<br>M + 65 8573 9616<br>zoe.xie@axaxl.com |
| <b>Captives</b>  |   |  |  |
| Captive fronting provided for all products mentioned in this document  | Fronting Limits according to respective product mentioned in this document.<br><br>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<br><br>Private and public companies with a captive                                 | <b>Shiwei Jin</b><br>T + 852 2820 5829<br>M + 852 6051 8036<br>shiwei.jin@axaxl.com  |
| <b>Structured Risk Solutions</b>   |   |  |  |
| 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   | <b>Simon Taylor</b><br>T + 65 6854 3835<br>M + 65 9722 0061<br>simon.taylor@axaxl.com  |
| Structured Insurance for Corporate Clients   | varies by client, structure and solution up to USD 100,000,000  | As above   |  |
| Tailor-made Risk Transfer Solutions for Corporate Clients  | up to USD 100,000,000   | As above   |  |
| <b>Climate Risk Solutions/ Parametric Solutions</b>  |   |  |  |
| <b>Climate Risk Solutions / Parametric Basis</b>   |   |  |  |
| Parametric based solutions to provide protection for:<br>1. Climate based perils: Rainfall/ Drought, Heat / Cold Waves (Temperature), Hail, Wildfire, Wind Speed, Solar Radiation, etc.<br>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) | <b>Ankush Bhardwaj</b><br>M + 65 9754 7092<br>ankush.bhardwaj@axaxl.com  |
| Parametric (Nat-Cat) Layer to traditional reinsurance program (Deductible buy down)  | up to USD 15,000,000  | As above   |  |

