

CORPORATE PRESENTATION

Professional service and innovative
solutions

HISTORY

1964

Founded by Messrs. Pearson, Webb, and Springbett in London in 1964 as a Lloyd's reinsurance broker

1980s

Company name was later shortened to PWS during the 1980s

1998

Founded PWS Gulf Insurance Brokers LLC in Dubai in 1998

2013

Established PWS Gulf Limited, in London, an FCA (Financial Conduct Authority) approved broker

2023

Completed 25 years in the UAE market



ABOUT

We support organisations across the UAE and wider region with insurance brokerage and risk advisory services designed for complex, high-value exposures.

From understanding your risk profile to placing cover with the right markets, we manage the full insurance cycle and stay involved long after the policy is issued.

200+

Years of collective
experience

70+

Employees

28

Years in UAE



Our Services

Delivering enduring security through a meticulous suite of risk and insurance management solutions.





Personal



Corporate



**Employee
Benefits**



Speciality



Life & Savings



What We Provide

1



Risk & Advisory

Insurance audits, gap analysis, and policy structure advisory for precise risk mitigation.

2



Programme Design & Placement

Tailored insurance programmes structured to meet regulatory requirements.

3



Claims

Practical claims support with clear coordination, guidance, and insurer follow-up.

4



Specialty

Niche insurance coverage (Cyber, D&O, Jeweller's Block, Marine Hull & Cargo, Political Risks).

Risk Assessment & Advisory

- ✓ **Identify & Analyze:** Pinpointing critical risks facing your assets.
- ✓ **Insurance Audits:** Conducting rigorous performance reviews of existing cover.
- ✓ **Coverage Structures:** Recommending appropriate insurance solutions.
- ✓ **Expert Advice:** Guidance on limits, deductibles, and policy wording.



Programme Design & Placement

- 2
- 3  Obtaining comprehensive quotes from top-tier insurers.
 - 4  Negotiating favorable premiums and terms.
 -  Securing competitive pricing through market leverage.
 -  Placement with appropriate and stable insurers.

Custom Design

Programmes meticulously designed to reflect your unique risk profile and strategic goals.

Comparisons

Comparison of policies from multiple insurers to ensure technical and financial security.

Global Programmes

Structuring layered or multinational programmes that align with regulatory mandates.

Claims Management



-  **Support:** Assistance in claim filing and documentation.
-  **Liaison:** Professional representation during the claim lifecycle.
-  **Settlement:** Negotiating for fair and timely claim settlements.
-  **Prevention:** Proactive risk management and loss prevention strategies.



Specialty & Niche Insurance



Cyber & Tech

Financial protection against data breaches, cybercrime, hacking, ransomware, data loss, business interruption.

Executive Risk

Directors & Officers (D&O) insurance for leadership protection.

Security Risk / Political Violence

Political Violence insurance, Kidnap & Ransom for risks like War, Sabotage, Terrorism

Environmental Liability

Protection against pollution, clean-up costs, and third-party environmental claims.

Jeweller's Block

Cover for jewellers' stock, cash, and valuables against theft, loss, and damage.

Fine Art & Specie

Specialist cover for fine art, cash, bullion, and high-value assets in transit or storage.

Bankers Blanket Bond

Protects banks, exchange house from, robbery, financial crime, employee dishonesty and fraud

Hull & Machinery / P&I

Cover for vessel damage, marine liabilities, and third-party protection.

Stock Throughput

Combined cover for stock in storage and goods in transit under one policy.

Professional Indemnity

Protection against claims arising from professional errors, omissions, or negligent advice.

Freight Forwarders Liability / Haulier's Liability

Cover for liabilities arising from cargo handling, transit operations, and goods in care.

Credit Insurance

Protection against non-payment risks, helping businesses safeguard cash flow.

Ongoing Policy Administration



Service Area	Core Deliverables
Regulatory Support	Documentation for audits and bankers; ensuring compliance with local standards.
Policy Lifecycle	Systematic renewals, coverage reviews, and mid-term adjustments.
Ongoing Advice	Advising on new risks as business scales or regulations change.
Documentation	Efficient issuance of Insurance Certificates and compliance paperwork.

THE PWS GULF ADVANTAGE

Qualified, experienced, & thoroughbred
insurance professionals

200+

Years of collective experience

Expertise

Across multiple specialities

Multinational

Team and experience



Charles Cashin
Managing Director



Alfred Rodrigues
Director - Marine & Operations



Fanny D'Souza
Director - FI & Specie



CA Arun Anand
Director - Finance



Sanish Velayudhan
Director - Sales



Sreekuttan M.P.
Director - Operations



Dr. Ajitha Nair
Manager - Employee Benefits



Nisha Thomas
Manager - FI & Specie



Raxon D'souza
Sales Manager - Life & Savings

We Work For You



Independence

As insurance brokers, we represent your interests. We act as your consultant in every negotiation.



Quotes from multiple premium providers.



Comparing coverage depth, not just premiums.



Securing better terms and lasting value.



CLIENTS WHO TRUST US



Delhi Private School



Thank You

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