



Flexible, Competitive and Knowledgeable with Global Resources...

Isn't that what your customers expect from you too?

As your customers expect more from you, Roanoke Trade is there to help you manage the associated risks. As a member of Munich Re Group and an affiliate of Watkins Underwriters at Lloyd's of London, our abilities to respond to your insurance needs are stronger and more flexible than ever before.

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► **Roanoke Trade**

- A leading provider of cargo and transit-related coverages.
- Uniquely equipped to offer insurance expertise coupled with transportation knowledge and 'best in class' technology.
- Technology specifically designed for our niche client base with customizable features, available and supported by staff 24 hours a day, 7 days a week.
- 12 U.S. locations and access to a variety of global resources through our parent and sister companies, and through our network of agents.
- Established in 1935, Roanoke Trade continues to focus on setting the industry standard—and giving our clients a competitive edge.

► **The Watkins Group**

- A team of companies with expertise in marine cargo, energy and international insurance as well as risk management.
- Comprised of several offices throughout the United Kingdom, United States (under Roanoke Trade) and in Dublin, Hong Kong, Singapore and Dubai.
- A consistent record of growth, profitability and successful risk diversification. Today, Watkins is the leading syndicate underwriting transportation risks at Lloyd's of London.
- Founded in 1977, acquired by Munich Re in 1997 as a wholly owned subsidiary.

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ROANOKE TRADE

► Munich Re Group

- Founded in 1880, one of the top 10 commercial insurers and is in the top 100 of the largest companies worldwide.
- Extremely stable with a Standard & Poor's financial rating of "A+".
- Retains a specialty niche in marine-related insurance and reinsurance primarily through the Watkins Group.
- The Watkins Group enables Munich Re to tap into the diverse and creative underwriting possibilities of Lloyd's of London.

► Lloyd's of London

- Most recognized insurance facility in the world, as well as one of the oldest.
- Standard & Poor's financial rating of "A+".
- The Lloyd's of London market structure encourages innovation, speed and value.
- Immediate access to decision-makers on risk placements, creative solutions and expert risk diversification makes Lloyd's unique.
- Admitted to do business in countries worldwide with few exceptions.

► Roanoke Trade's Other Partners

- Working with Watkins/Lloyd's and Munich Re expands Roanoke Trade's service capabilities while continuing to work with other "A" rated insurance companies on risk placements for transportation and business coverage.
- Washington International Insurance Company and Navigators Insurance Company, two A.M. Best "A+" and "A" financially rated companies, are Roanoke Trade's surety partners for Customs bonds. We also work with other sureties as needed to meet the requirements of our clients.

We've set the standard for excellence and continue to redefine it.

Roanoke Trade's team is here to guide you through today's increasingly complex business environment and create solutions to help you successfully compete with:

- Cargo, Trade Disruption & Political Risk Insurance
- Coverage at Distribution Centers Worldwide
- Stock Throughput Coverage
- 24/7 Cargo Claims Management Worldwide
- Subrogation Services by Seasoned Cargo Specialists
- U.S. Customs Bonds with Built-in Compliance Tools
- ATA Carnets for Tax- and Duty-Free Temporary Importation
- Experienced and Responsive Customer Service

To learn more, please speak with your Roanoke Trade representative, call 1-800-ROANOKE, ext. 1252 or email info@roanoketrade.com.