

Company Profile

Pioneer Insurance and Reinsurance Brokers



Pioneer Group (PINC) – An Overview

- Established in 1985, Pioneer Investcorp Ltd., the flagship company of the group, is a financial services company listed on the Bombay Stock Exchange
- PINC's financial services operations cover the entire spectrum of offerings in Equity Broking, Investment Banking and Insurance & Reinsurance Broking

Investment Banking

- ✓ Private Equity & Debt Advisory
- ✓ Mergers & Acquisitions

- Buy / Sell side mandates
- Deal Structure and Valuation
- Target due diligence
- Term Sheet Negotiation and Closure

Institutional Broking

- ✓ Equity Broking
- ✓ Wholesale Debt Trading

- Institutional empanelment
- Strong trading desk
- Execution capabilities of sophisticated strategies
- Strong back office

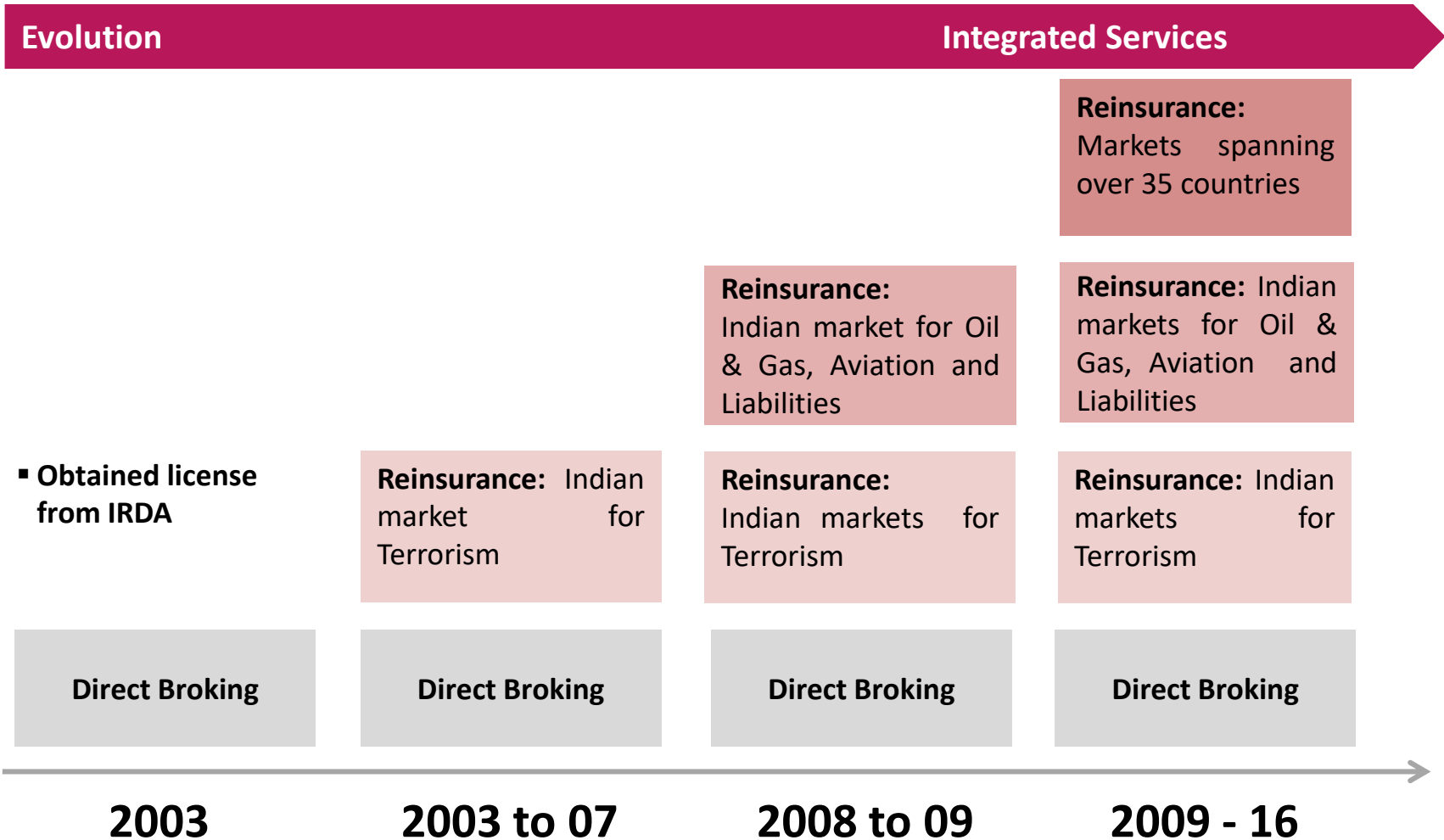
Insurance Advisory & Intermediation

- ✓ Direct Insurance
- ✓ Reinsurance

- Risk Management
- Risk marketing & placement
- Claims Management
- Administration

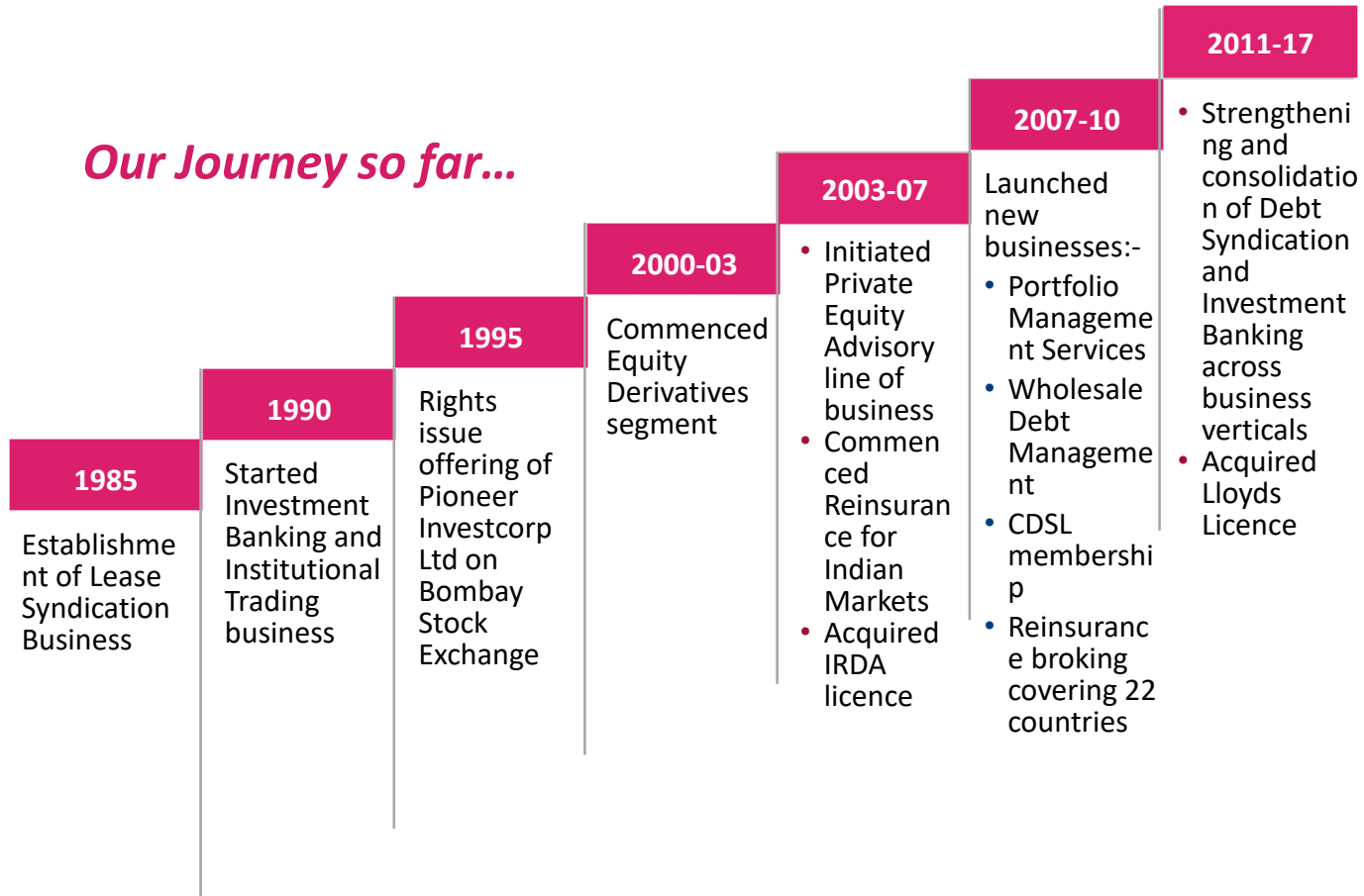
PINC Insurance – Our Evolution

The Company prides itself in pioneering innovative solutions in insurance and reinsurance, suited to adapt to the needs of individual clients / markets.



GROUP HISTORY

Our Journey so far...



Pioneer Insurance & Reinsurance Brokers - Overview

Overview	<ul style="list-style-type: none"> • PINC Insurance and Reinsurance Brokers are niche player with focus on traditional and specialty classes of Insurance
Milestones	<ul style="list-style-type: none"> • PINC Insurance and Reinsurance Brokers Ltd was established in 2003 with focus on property and special risk • In 2006 the company expanded to include Oil & Energy and Liability lines • Infrastructure and Large Property Insurance was included in the portfolio in 2010 • PINC started working with Middle Eastern Insurance Companies in 2011 • The company began reinsuring cedants in Africa and S.E. Asia in 2012
Critical Numbers of the Business	<ul style="list-style-type: none"> • PINC has grown to have a presence in 30 countries across 3 continents within a span of 5 years since starting their international operations • Counts more than ~250 corporates and ~150 insurance providers amongst its clients • Displayed a volume growth of 15% CAGR over the last five years • Team size has expanded from ~40 in 2013 to over 85 today to cater to the increased reach
Sectors Covered	<ul style="list-style-type: none"> • Property and Engineering • Marine • Oil & Energy • IT Services • Pharmaceuticals • Agriculture • Aviation • Special Risk

Philosophy, Vision, Mission

Our Business Philosophy

To act as a dedicated and trusted ally to our clients for their strategic insurance needs by providing our domain expertise, our relationships; integrity at all levels, to build, enduring, beneficial and successful relationships with them

Our Vision

To be the preferred insurance and reinsurance intermediary for quality services by providing customized solutions with an innovative approach

Our Mission

To create value for clients through our result oriented professional approach and to achieve highest level of client satisfaction

Domain Expertise

Our team specialises in customized reinsurance solutions across vertical line which include

Mega Risk



Oil & Energy



Infrastructure



Aviation



Marine Hull / P&I



Specialty lines



Terrorism



Liability



Treaties



PINC – Vision & Product Suite

Sector	Placements
Property & Engineering	<ul style="list-style-type: none"> Hydro project in Uttaranchal in northern mountainous region involving tunnelling Underground and above surface, intracity metro involving tunnelling and critical covers
Marine	<ul style="list-style-type: none"> An end to end stock throughput insurance cover for a \$ 2 billion global textile major
Oil & Energy	<ul style="list-style-type: none"> Panna Mukta and Tapti Fields comprehensive insurance cover Cover for offshore drilling
IT Services	<ul style="list-style-type: none"> A professional indemnity programme for a large software services company A cyber liability insurance programme for a large pharma company.
Pharmaceuticals	<ul style="list-style-type: none"> Placement of a worldwide product liability programme for a pharma major A global programme for one of the largest pharmaceutical companies involving issuance of local paper across multiple countries
Special Risks	<ul style="list-style-type: none"> Political risk insurance programme for a Nigerian based LNG company A sabotage and terrorism risk Insurance protection for a nuclear establishment.

The Vision of PINC

- *To be the preferred insurance intermediary for quality services by providing customized solutions with an innovative approach*
- *To act as a dedicated and trusted ally for strategic insurance needs across emerging markets*
- *Constantly build domain expertise and be a reliable risk transfer partner*
- *Enhance technology interface effectively to provide reliable and prompt service to our clients*

Our Footprint – Client Network



The Leadership of PINC



Gaurang Gandhi (Managing Director) : Mr Gandhi, Founder and Managing Director of the PINC Group of companies, has been responsible for PINC's evolution from a lease syndication business at the time of its inception to an integrated, financial services organization. With over 30 years of experience in the financial services industry, Gaurang has advised companies across the infrastructure, pharmaceutical, realty, consumer durables, engineering industries and financial services.



Rakesh Bhatia (Group CFO) : Mr Bhatia is the group CFO and head of compliance. Mr Bhatia is a qualified Chartered Accountant and a rank holder from the Institute of Chartered Accountants of India. He has been with Pioneer since 1993.



Satish Mathur (CEO) : Mr Mathur is the CEO of PINC Insurance and Reinsurance Brokers Ltd. He has over twenty years of experience spanning financial services. He has been trained as casualty underwriter and his focus has been on developing new product lines. An MBA from NMIMS, Mumbai, Mr Mathur also has a CPA from NASBA, USA.



Shreyas B Ganatra (VP - Head of Projects & Infrastructure) : He handles direct and reinsurance business with respect to projects, mega policies, marine & construction liability. With more than 26 years of experience in insurance and reinsurance he has developed expertise in accounts, underwriting and claims.



PR Dalal (Claims Head):38+ years of experience in all Claims specifically Property , Marine , Energy and Liability ,MCRO , Mumbai , Ex- Regional Manager , National Insurance Company Limited LLB, FII, Bsc