



INSURANCE

LEVERAGING DECADES OF FINANCIAL EXPERIENCE



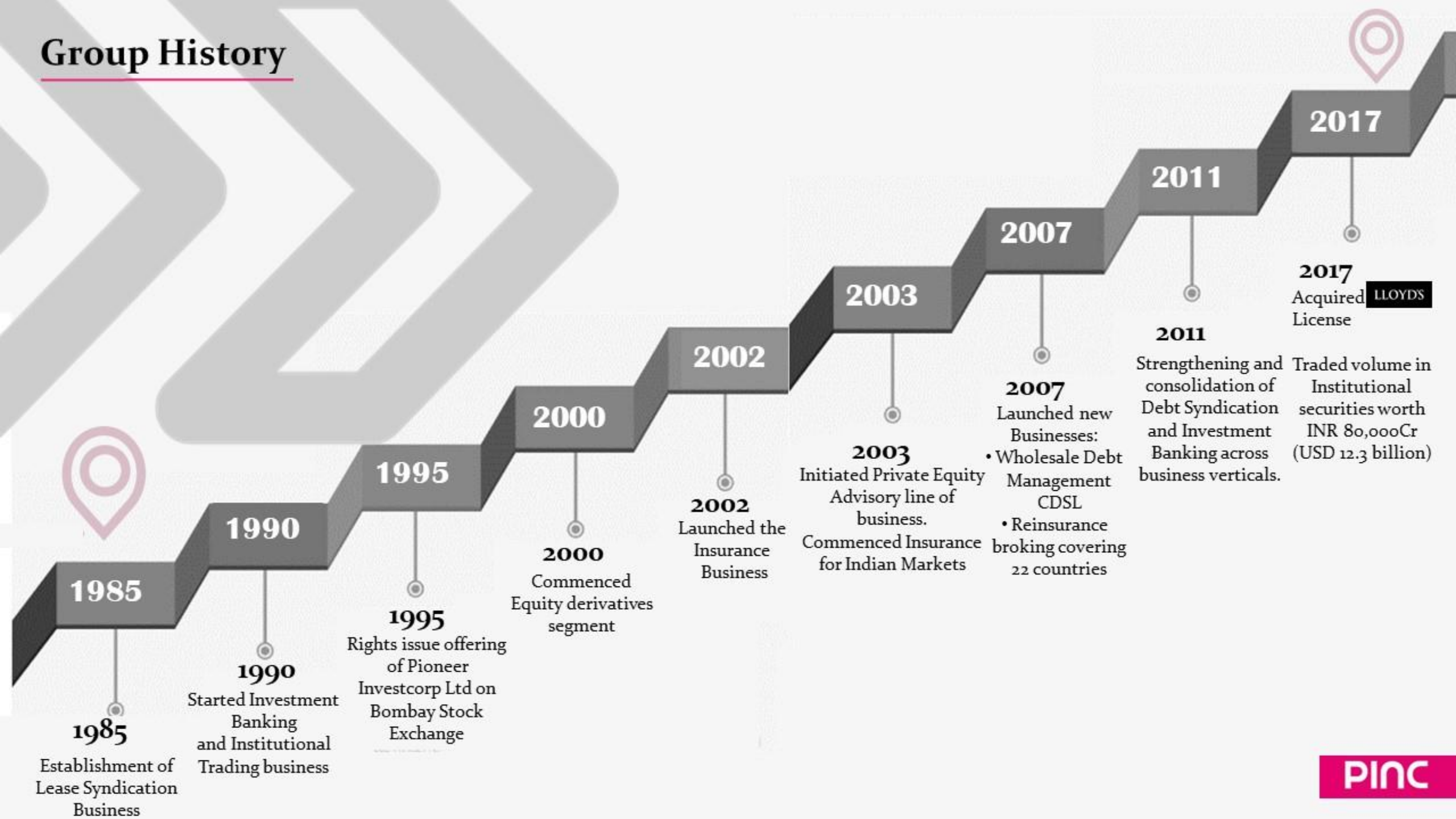


OVERVIEW



- Pioneer Investcorp (PINC) is an India-focused integrated financial services company specializing in insurance advisory services
- A decade of experience in serving the needs of corporates across several industries such as Pharma, Healthcare, IT, Liability & BFSI.
- Registered **LLOYD'S** Broker
- PINC Group has a professional team of over 250+ members with a strong entrepreneurial mindset
- Presence across 8 cities –
Mumbai | Delhi | Chennai | Bengaluru |
Kolkata | Pune | Coimbatore | Ahmedabad

Group History





The PINC Edge

Strong Capabilities

- Depth of Leadership
- Execution Experience
- Global Best Practices with Local Expertise

Disciplined Approach

- In-depth research
- Due Diligence & Deal Structuring
- Continuous engagement with client companies

Diversified Presence

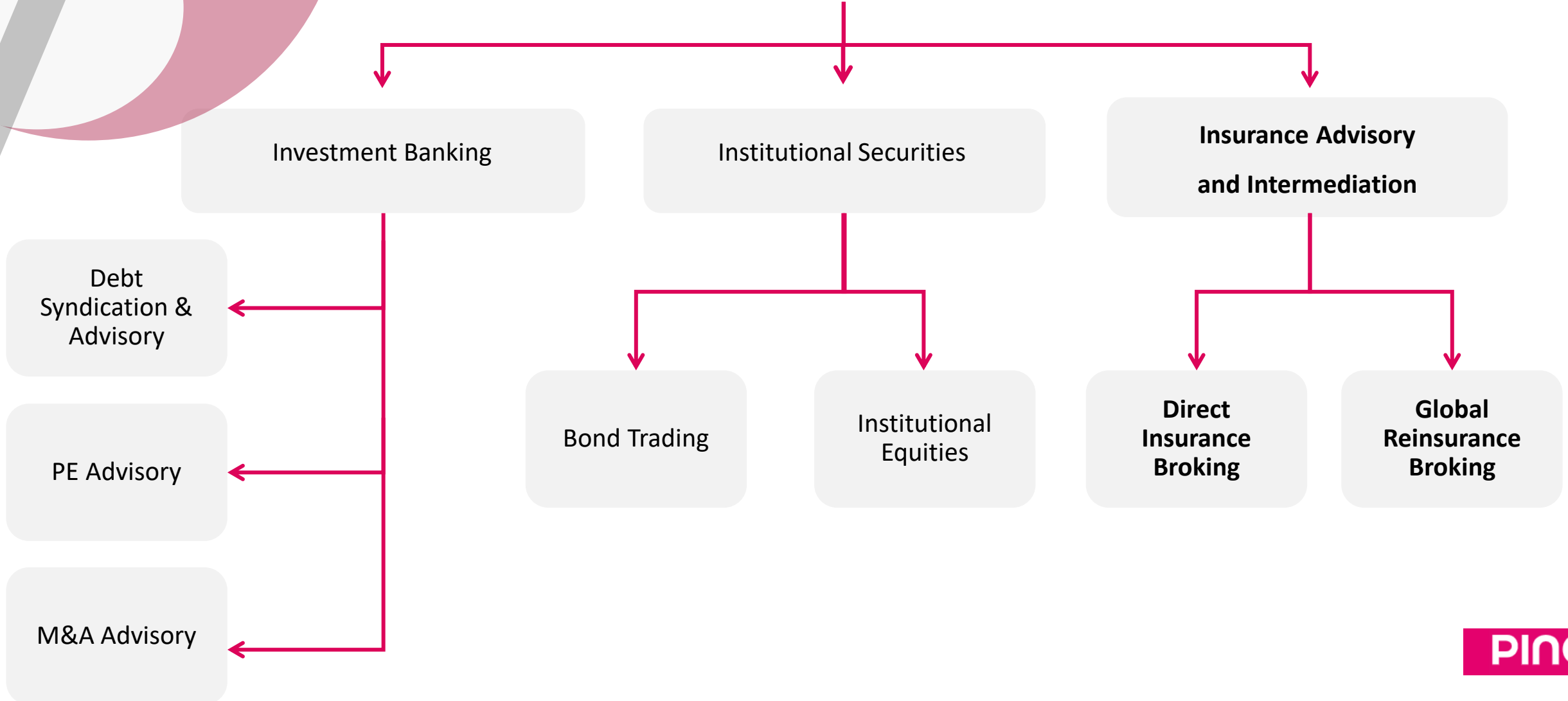
- Pan-India reach through 8 offices
- Integrated B2B Solutions across insurance and reinsurance
- Prestigious Clientele with long-term relationships

Robust Compliance & Governance

- Strict adherence to regulations
- Risk Management & Corporate Governance
- Transparency in all dealings

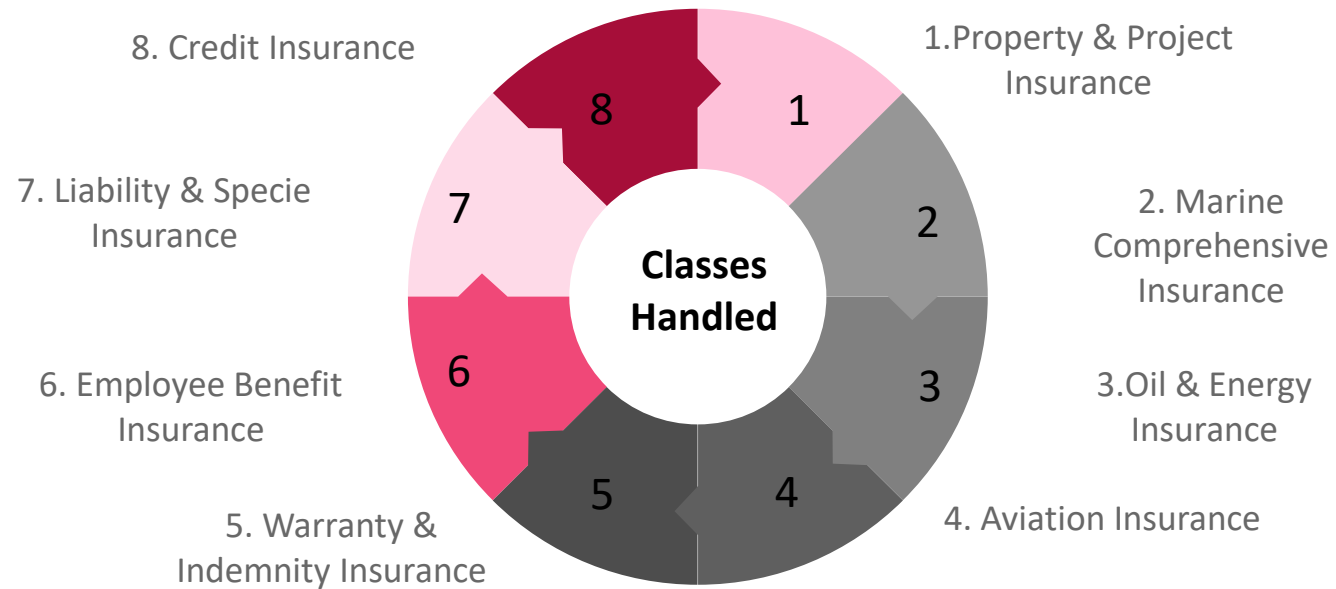
Full-Service Spectrum of the PINC Group

Service Offerings



Direct Insurance

Comprehensive understanding of an array of product options and extensive risk analysis of the client with advisory services.



Recent Transactions

Structured , designed and placed a comprehensive Marine Stock through put insurance for a Retail conglomerate .

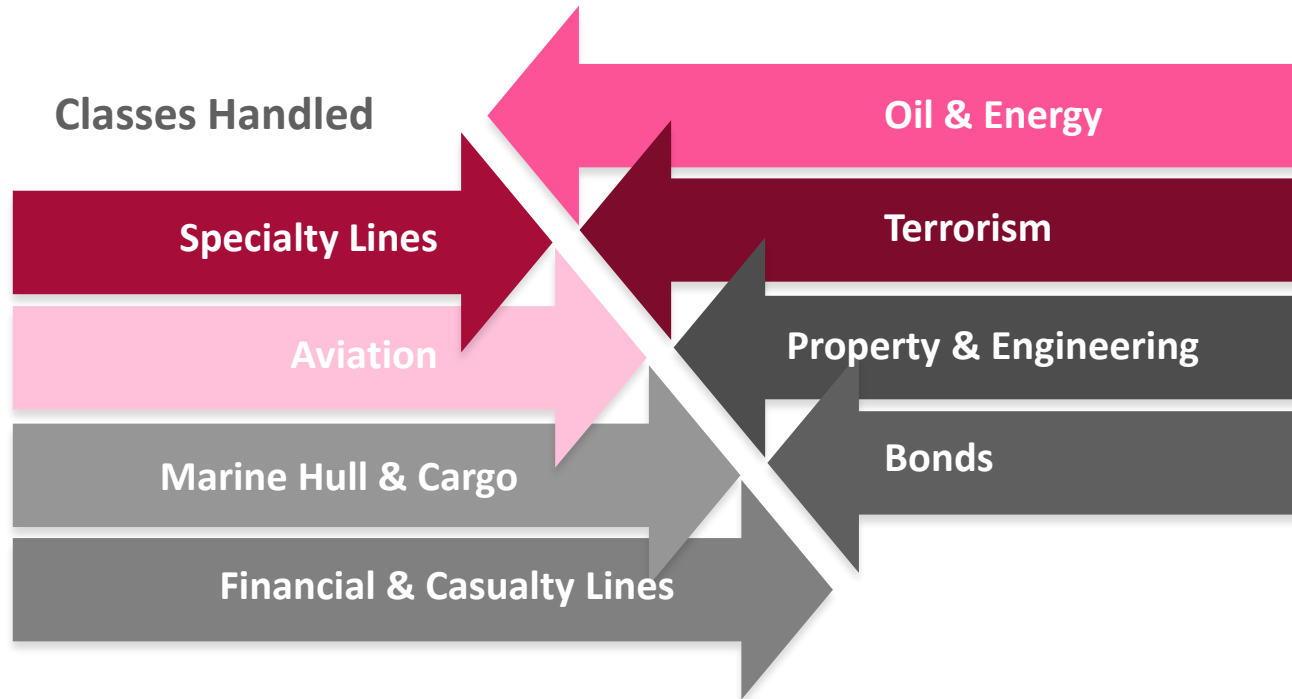
This involved extensive analysis of existing risk profile of the corporate and ensuring a through the value chain

Our Approach



Reinsurance - Facultative

- Expertise in structuring and placing facultative deals across the globe.
- Leveraging excellent relationships with rated reliable and stable reinsurers from across the globe



Recent Transactions

- Designed and placed an All Risk Policy for one of the biggest art galleries in India
- Placed a standalone terrorism cover for one of the biggest oil & Energy groups in India

We are Registered **LLOYDS** Brokers
with 500+ Direct Corporate Clients

Reinsurance - Treaty

- In-depth understanding of the market to develop and design capacities for our clients and analysing rating standards of reinsurers and markets.
- Track record of concluding proportional & non-proportional treaties for our clients across the globe
- Expertise in treaty accounting and stitching complex tailormade treaty programs

Classes Handled

| | | |
|--------------------|---|-------------------------|
| Fire & Engineering | Marine Hull & Cargo | Oil & Energy |
| Aviation | Miscellaneous Accident, Medical &Health | Agriculture & Livestock |
| Liability | Credit | Terrorism |

Recent Transactions

- Designed and placed an Oil and Energy Pool for an African Based Reinsurer
- Designed and placed Weather index proportional program for an African reinsurer

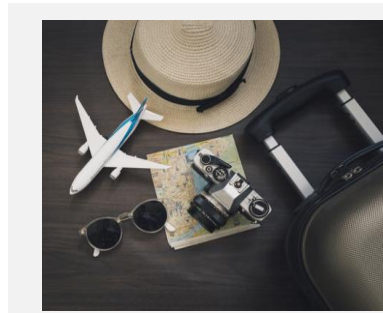


Retail Insurance

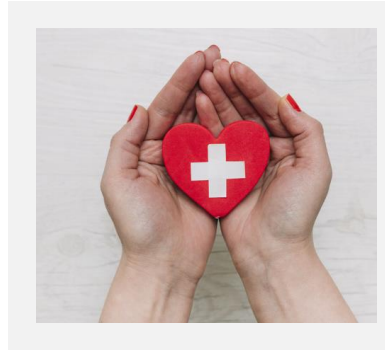
Motor



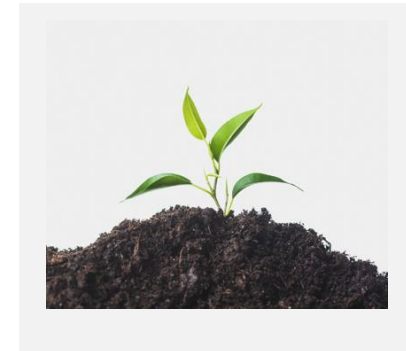
Travel



Health



Term Life



*“With the capability listed above,
we strive to constantly evolve on
the fulfillment end to deliver
maximum value to our customers”*



Claims

End to End Claim
Handling and
Settlement Support.



Process

Clear demarcation of
tangible and
intangible benefits



Underwriting

An inhouse underwriting
team issues the best
coverage options.

Domain Expertise

Our team specializes in customized insurance solutions across verticals which include

Mega Risk



Oil & Energy



Infrastructure



Aviation



Marine & Hull



Specialty Lines



Terrorism



Liability



Employee Benefits



Leadership

Gaurang Gandhi, *Managing Director*

- Over 30 years of professional experience across financial services mainly investment banking, leasing, structured products and project finance
- Qualified Chartered Accountant

Sathish Mathur, *CEO*

- 30+ years in corporate finance, leasing and liability insurance
- AICWA, CPA, Masters in Business Administration

K Gopinath, *Head- Energy and Gas*

- 32+ years of experience in the insurance industry
- Qualified Chartered Accountant and has a degree in commerce from the University of Madras.

Sanjay Kabra, *CFO*

- A Chartered Accountant with a Diploma in Insurance & Risk Management from ICAI and CII, London and a Fellow of the Insurance Institute of India.
- 21+ years of experience in Strategic Financial Planning, MIS Reporting and Insurance.

Rakesh Bhatia, *Director*

- A qualified Chartered Accountant and a rank holder from the Institute of Chartered Accountants of India.
- He liaisons with the regulatory bodies and focuses in creating a robust corporate governance framework for the group.

NG Girishankar, *Director*

- Over 36+ years of experience of structuring and placing large and critical Insurance programmes
- Management Graduate from JBIMS(Mumbai)

Rahul Chauhan, *Head- Direct*

- 25+ years of experience in the insurance industry.
- Bachelors degree in Electronics & Communications from Bangalore University and earned his Licentiate from the Indian Insurance Institute.

Snehal Chhaya, *Head- HR*

- 14+ years of experience in Human Resource Management
- Certified trainer by Indian Institute of Training & Development and holds a Masters degree from K.J. Somaiya Institute of Management Studies & Research.

Our Clients

adani™

Strides Shasun

gsk
GlaxoSmithKline

ओ एन जी सी
ONGC

ManipalHospitals
LIFE'S ON

ONIDA
OWNER'S PRIDE

AFCONS

TATAHOUSING

Samsnite

LARSEN & TOUBRO
It's all about Imagineering

ASHOK
PIRAMAL
GROUP

MANALI
PETROCHEMICALS

IP

omkar

JSW

THE TIMES
GROUP

TATA
TATA PROJECTS LIMITED

EVERSTONE

हिन्दुस्तान पेट्रोलियम
HP

GHARDA
CHEMICALS LIMITED

famous

THERMAX

THE GREAT EASTERN
SHIPPING CO. LTD.

J. M. BAXI & CO.

SPIC

UFO
digital cinema

MANAPPURAM
FINANCE LIMITED
Make Life Easy

B.E. Billimoria & Co. Limited
Civil Engineering Construction Contractors

Contact Us

Corporate Office:

MUMBAI

1218, 12th Floor, Maker Chamber V,
Nariman Point, Mumbai 400 021.
Tel: +91 22 6618 6400 / 022-6618 6633
Fax: +91 22 6618 6623

BENGALURU

No.105 – 105A, Prestige Terminus 1,
1st Floor, Old Airport Exit Road,
Bengaluru – 560 017.
Tel: +91 80 2522 0110

DELHI

812, 8th Floor, Kailash Building, 26,
Kasturba Gandhi Marg, Connaught
Place,
New Delhi- 110 001.
Tel: +91 11 4516 6705
Fax: +91 11 4516 6704

KOLKATA

Flat No.GF-1, Ground Floor, Block B,
Tivoli Court, 1C, Ballygunge, Circular
Rd,
Kolkata – 700 019.
Tel: +91 33 4064 7970
Fax: +91 33 4064 7971

PUNE

Global Trade Centre,
1/1, Rambaug Colony,
L.B.S. Marg, Navi Peth,
Pune – 411030..
Tel: +91 20 24325460
Mobile No.- 9960183334

AHMEDABAD

4th Floor, Unit Space No. 415,
“Signature”, Plot No. 13B,
GIFT SEZ, GIFT CITY,
Gandhinagar – 382355
Mobile No. - 9712149199

CHENNAI

17,B/4, 4th Floor, Adwave Towers,
Chevalier Sivaji Ganesan Salai,
South Boag Road, T. Nagar,
Chennai – 600 017
Tel: +91 44- 48601602

COIMBATORE

122, West Ramalinga Road,,
RS Puram,
Coimbatore-641002,

Mobile No. - 9894244321



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