



Maritime Special Risk & Piracy Negotiation & Recovery Services

SVA has an unparalleled track record in the discreet and effective handling of special risk issues in three especially sensitive areas:

- *Maritime risk and related kidnap and ransom of crews;*
- *Kidnap and ransom (negotiation and recovery);*
- *Product contamination and product recall.*

All of the above present unique and different challenges to corporations, ship owners and the families of those involved. Specialist knowledge, commitment and practical experience is required to help mitigate risk and where necessary to be able to effectively respond to incidents.

The International Maritime Bureau and other organisations statistics show an alarming increase in piracy attacks, year on year. Piracy hot spots now include major shipping routes through Southeast Asia,

the Indian Subcontinent, Africa, the Gulf of Aden and as far afield as Bangladesh.

Recently Chinese and other ship owners have paid very significant ransoms – some in excess of US\$10 million to secure crews. The hard reality is that, despite considerable efforts by various governments, little progress is being made and the piracy problem is escalating.

Ship owners, ship charterer's and others clearly need to take appropriate independent measures to protect their crews, ships and cargos. The situation is further complicated by a lack of clarity as to whether existing insurance policies under P&I, hull, war and cargo insurance are completely sufficient or appropriate for payments to ransom crews. This lack of clarity is a cause of considerable concern.

The perceived wisdom at this time is that a standalone maritime kidnap and ransom policy is desirable.

SVA draws on deep experience in dealing with kidnap and ransom incidents and in conducting negotiations to recover victims in various locations.

SVA is an independent organisation and, whilst we do regularly work with various insurers, we have no financial tie, retainer or specific formal allegiance to any single provider. We can be "designated" as the kidnap and ransom consultant for any shipping company with the agreement of the insurer.

SVA is also happy to work (on a non exclusive basis) with other reputable service providers, as may be necessary to serve the best interests of victims. This may be especially useful given SVA's Asia Pacific presence and capabilities and the long distance and response times from the U.S.A. or U.K.

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Prevention/Training and evaluation: on behalf of ship owners or insurers, SVA will conduct reviews of policies and procedures on board ship and with ship owners headquarters. These reviews will focus on compliance with international security agreements and codes as well as examining the level of preparation for preventing or dealing with a piracy incident.

Individual vessel security surveys: to determine the level of preparedness of the ship and crew and to examine appropriate measures to harden the vessel as a target.

Port threat assessments: to offer clients reliable intelligence as to which ports or locations are a higher risk to shipping and to make appropriate recommendations.

Insurance policy: SVA is also able to evaluate current insurance policies and to advise whether or not they are sufficient in light of the new threat.

Maritime incident response: to ensure that officers, crew and ship owners are employing best practices to avoid, deter or delay piracy attacks and that all key best practice recommendations are in place to ward off attacks; including testing of safe muster points and citadel.

Incident response services: to swiftly respond, evaluate the situation and determine the facts.

Negotiation and release of hostage(s): the hands-on negotiation process and organisation of a ransom payment; this consistent with — insurance or other factors and the all important recovery of the crew.

Post incident debriefing: re-evaluation of planning and the effectiveness of existing policies and procedures to prevent future incidents.

Why Us?

Hands-on experience and a proven track record:

Our professionals have many years' experience in dealing with the most sensitive and crucial issues affecting both corporate clients and high net-worth individuals.

We are Asia based. Our key personnel reside in the region, which makes it easier to deploy them rapidly and efficiently and to mobilise supporting networks.

We are trusted by insurance companies, high net-worth individuals and MNCs throughout the world.

Our depth of know-how and experience in our field is unrivalled in Asia.

High reputation and trust of governments throughout the Asia Pacific region.

Independence. We are not tied to any single insurance company or underwriter — we can thus provide truly independent advice.

We respond on a 24 hour basis to emergency situations.

Related Services

- Kidnap & Ransom Negotiation and Recovery Services
- Product Contamination & Product Recall Consulting Services
- Crisis Containment
- Crisis Training
- Crisis Communications
- Corporate Security & Technical Services

RESOURCES WORLDWIDE

ABOUT SVA

Steve Vickers & Associates ("SVA") is a specialist risk and security consulting company. The company serves corporations, high net-worth individuals and insurance companies around the world.

The company is led by Stephen G. (Steve) Vickers who has 36 years hands on experience in the: business intelligence, kidnap and ransom, malicious product tampering, maritime piracy and other specialist risk areas.

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