



Cargo care. Peace of mind.



## KNSure

Cargo Insurance

### Comprehensive cargo care offered by Kuehne + Nagel Simple. Convenient. Affordable.

We handle every single shipment with the utmost care and attention, but cargo in transit is constantly exposed to risk of unpredictable events like storms, fire and theft. Which is why Kuehne + Nagel offers an exclusive cargo insurance solution, developed in-house with NACORA, our own insurance broker, and backed by top- rated insurance companies.

KN Sure has been specially designed to protect your valuable cargo during every stage of transportation, guaranteeing complete peace of mind from transit risks and the law of General Average – regardless of the carriers’s liability.

As a significant proportion of Kuehne + Nagel shipments are insured through a global cargo insurance programme, we can offer our customers best industry practice coverage in accordance with ICC A (“all risk”) conditions<sup>1)</sup>, at affordable prices and with fast claims services.

#### OUR KN SURE PRODUCT OPTIONS

<b>SPOT</b>	Solution for those who want to insure individual shipments against unforeseen circumstances during transit.
<b>FLEX</b>	Packaged insurance solution for planned shipments with Kuehne + Nagel offering you flexibility, reduced administration and time savings.
<b>FIX</b>	Continuous annual cover for all your shipments, regardless of your choice of freight forwarder.

	KN Sure SPOT	KN Sure FLEX	KN Sure FIX
<b>Coverage of shipments</b>	Single shipment	All shipments	All shipments
<b>Forwarder</b>	Kuehne + Nagel only	Kuehne + Nagel only	All forwarders
<b>Number of shipments required annually</b>	< 25 shipments	≥ 25 shipments	≥ 50 shipments
<b>Premium Rates</b>	KN Sure standard premium tariff	Possible discounted premium rates for volume commitment	Possible discounted premium rates for volume commitment
<b>Administration free</b>	Yes	Yes	Yes for annual coverage
<b>ICC A “all risk” coverage</b>	Yes	Yes	Yes
<b>Premium invoice options</b>	Per shipment, part of the freight invoice	Per shipment, part of the freight invoice	One premium payment, annual adjustment
<b>30 days promise, fast claims process</b>	Yes, subject to correct documentation	Yes, subject to correct documentation	Yes, subject to correct documentation
<b>E-insurance tool Online declaration of cargo insurance incl. download of certificates</b>	No	No	Yes, for clients with a minimum annual premium of EUR 10,000

<sup>1)</sup> Almost all transport insurances worldwide depend on the Institute Cargo Clauses (ICC). ICC A offers the highest risk coverage.



## KN Sure means you do not need to worry about risk, carrier liability, weight of good limitations, and the law of General Average.

### CARRIER LIABILITY

The liability of carriers may be limited, regardless of transport mode – sea, air, road or rail. Local or international laws and conventions could govern your contract of carriage and exclude or limit the amount of compensation you receive. Cargo claims compensation depends on the weight of the missing or damaged cargo, meaning you are entitled to just a fraction of your cargo’s true value in compensation. The carrier is liable for claims only if certain conditions are met – which can cost you time and money to prove. Furthermore, some risks are deemed the sole responsibility of the cargo owner.

As a KN Sure customer, you will be compensated the full value of your shipment, regardless of weight. Simply choose which of our three options best suits your needs.

### SEAFREIGHT – THE LAW OF GENERAL AVERAGE

Cargo owners are often unaware of General Average, and the potential risks and substantial liabilities it poses. Under this law the captain is authorised to take all reasonable and adequate measures to save a vessel and cargoes in a common peril. The York Antwerp Rules state that you, the cargo owner, are responsible for meeting general average bond guarantees and contributions to cover all extraordinary expenses of salvage operations.

So even if your own cargo arrives safely, the law of General Average says you will still be required to pay your share of costs. Cargo owners without adequate insurance run the risk of incurring substantial financial losses even if the value of their own cargo is relatively low.

The example below shows the potential expenses a cargo owner may face before cargo is released. There is no better reason to be certain of your adequate insurance cover, and no better reason to invest in KN Sure.

### EXAMPLE OF GENERAL AVERAGE IN ACTION

Value of vessel and total cargoes shipped	EUR 50 Million
Value of your cargo shipped by cargo owner	EUR 1 Million
Proportion of total value	2%
General Average claim to sacrifices made to save the vessel and cargoes	EUR 4 Million
<b>Proportional expenses cargo owner may be liable for (2% of 4 Mio. EUR)</b>	<b>EUR 80,000</b>

### KN SURE BENEFITS

- Comprehensive protection against risk, carrier liability, weight of goods limitations and the law of General Average
- Compensation up to the full insured value of your goods, regardless of cause or fault by carrier
- Door-to-door coverage, including loading and unloading
- Flexible risk coverage according to your needs
- One-stop shop for all your freight and insurance needs
- Competitive premium rates from best rated insurers
- Administration free to Kuehne + Nagel customers (SPOT/FLEX)
- Fast claims handling and easy payment on all valid claims

KN Sure is a product developed by NACORA Insurance Brokers.

NACORA Insurance Brokers is a member of the Kuehne + Nagel Group. The content presented here is for general information only.

We recommend that you seek professional advice to answer specific questions on individual insurance options.

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