



IUMI International Union
of Marine Insurance

IUMI Organization and IUMI's Current Work

Seminar of the Shanghai Institute of Marine Insurance together with IUMI
Grand Kempinski Hotel Shanghai, 12 January 2016

Lars Lange,
SIMI Seminar, Shanghai
12/01/2016

Lars Lange
IUMI Secretary General, Hamburg



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Agenda

- 1. How IUMI works**
2. Political Work – Lobbying
3. Current Topics of IUMI's Work
4. Connecting to IUMI

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1. How IUMI works

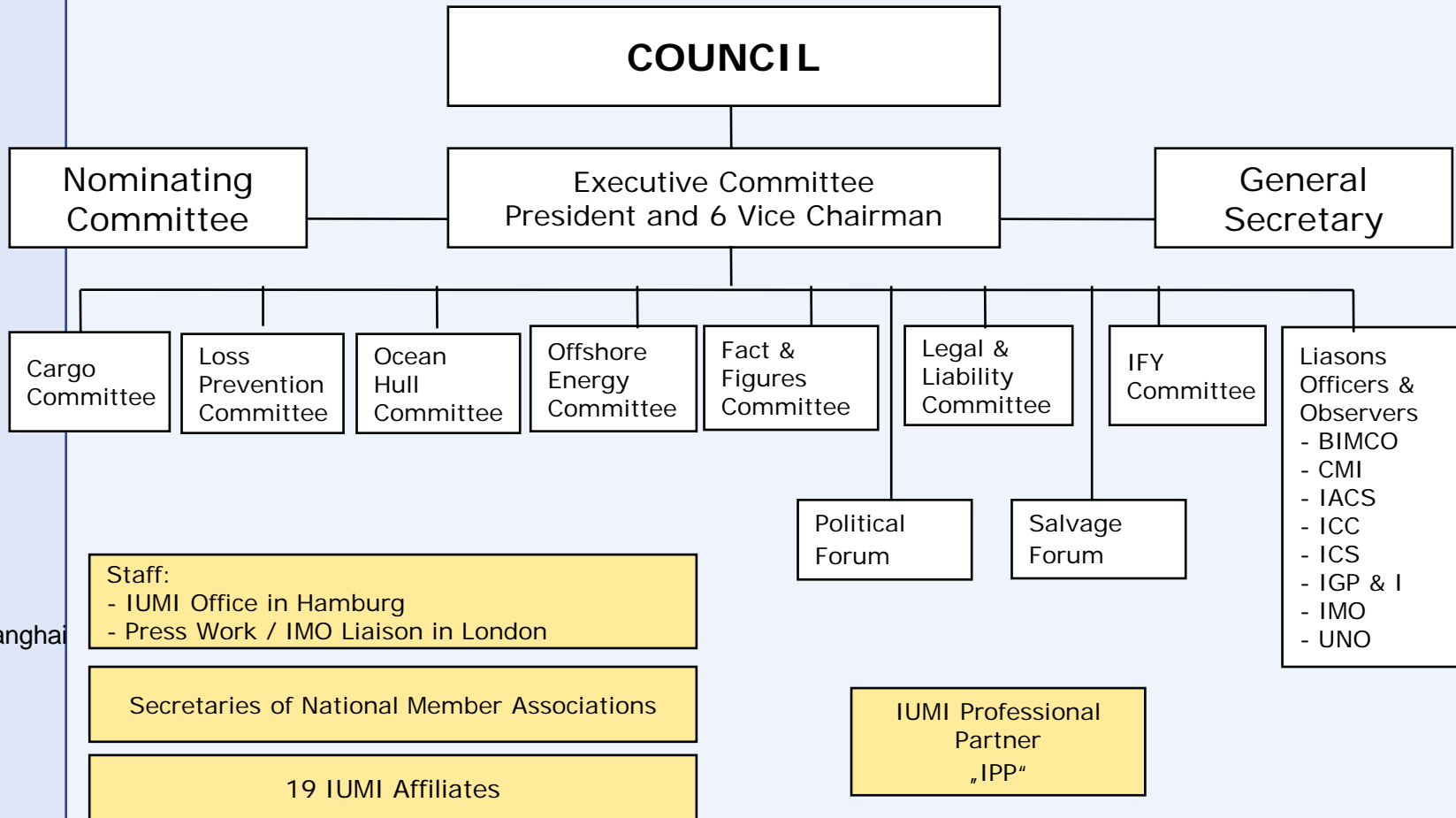
- Lobbying
 - IMO
 - Local Authorities
 - Stakeholders Maritime Business
- Services
 - Statistics
 - Education
 - Information (Press Work, IUMI Newsletter)
 - Conferences, Meetings



1. How IUMI works

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“a professional body which is run by and for its members”



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1. How IUMI works

Modernizing IUMI – “IUMI 2015”: “more political and more visible”

- Strengthen lobbying – “Political Forum”
- Communication Strategy
- Slim organization – Secretariat as “steering gear”
 - Support of the national associations
 - Cooperation professional and voluntary work
 - Cooperation with IPPs and Affiliates
- New Articles of Association



Asia rises in Marine Insurance and IUMI

- ... Asian Countries' Market Share in Marine Market Premium rises
22.4% (2006) ⇒ 25.0% (2014)
- More Asian Countries join IUMI - China (2015)
- Two Asian EC Members (out of seven)
- More IUMI Conferences to be held in Asian Countries
 - 2014 Hong Kong
 - 2017 Japan
 - 2021 Korea



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International Maritime Organisation IMO

- UN organisation, London - „world shipping government“
- MSC, MEPC, Legal and Sub-Committees
- 170 Member States, about 70 NGOs



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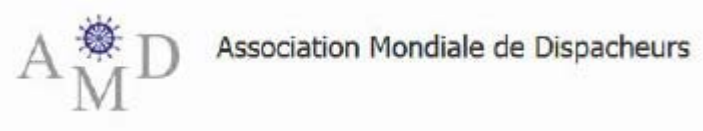
IUMI Affiliates

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... stakeholder in maritime / transportation
business



BIMCO



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2. Political Work - Lobbying

- How do I form an opinion as an international association?
 - Example: International trade agreement
 - Example: YAR - certain interests of hull and cargo insurance
- ... the Political Forum





2. Political Work - Lobbying

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- Action recommended
- Support recommended
- Monitor & Inform

INTERNATIONAL UNION OF MARINE INSURANCE	
CURRENT ISSUES – IUMI POLITICAL FORUM	
Contents	
A. ACTION recommended.....	2
1) Container ship safety.....	2
2) Fire fighting ship safety.....	3
3) European regulation.....	4
4) EC Offshore safety Regulation.....	4
5) Places of Refuge.....	7
6) Cat fines & low-sulphur fuels.....	9
7) General Average and York-Antwerp Rules.....	10
B. SUPPORT recommended.....	10
8) Passenger & Cruise ships' safety in the wake of the "Costa Concordia" casualty.....	11
9) Liquefaction.....	13
10) Arctic Sailings.....	16
11) Maritime Security.....	16
C. MONITOR & INFORM recommended.....	17
12) Sanctions.....	18
13) Theft prevention / safe and secure parking places.....	19
14) Ballast water.....	20
15) Mandatory Energy Efficiency measures.....	20
16) Rotterdam Rules.....	21
17) Standardization of Exchange Format in Marine and Transport Insurance.....	21

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Updated very frequently – last 02 Dec 2015



2. Political Work - Lobbying

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The screenshot shows the IUMI website interface. At the top right, there is a 'Contact' link with a gear icon. The main header features the IUMI logo and the text 'IUMI International Union of Marine Insurance' on the left, and a large image of a red container ship on the right. Below the header, there is a search bar and a 'Home' link. A 'Main Menu' is visible on the left side, listing various sections: Home, President's Page, General's Page, Conferences, Marine Reinsurance, IMO, Affiliates & Reports, Education, Press, and About IUMI. The 'Political Forum' section is highlighted, showing 'Current Issues' with an update date of '2nd September 2015'. Three position papers are listed: 'Position Paper of the International Union of Marine Insurance (IUMI) on the Loss of Ship Records September 2015', 'Position Paper of the International Union of Marine Insurance (IUMI) on the Trade in Services Agreement (TiSA) October 2014', and 'Position Paper of the International Union of Marine Insurance (IUMI) on Cargo Theft Prevention'. Below this is the 'Salvage Forum' section with 'Current Issues' and an update on 'the reform of the YAR August 2015'. On the right side, there are sections for 'Annual Conferences' (featuring the 'IUMI Berlin 13-16 September 2015' logo), 'IUMI Statistics' (Global Premium, Loss and Fleet Statistics), and 'IUMI Eye Newsletter' (IUMI continues with the publication of its quarterly newsletter).

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3. Current Topics – Places of Refuge

MSC Flaminia: 14.07. – 12.09.2012 at sea



Stolt Valor 2012: 15.03.2012 – Sep 2012 at sea



Maritime Maisie 29.12.2013 – 30.04.2014 at sea

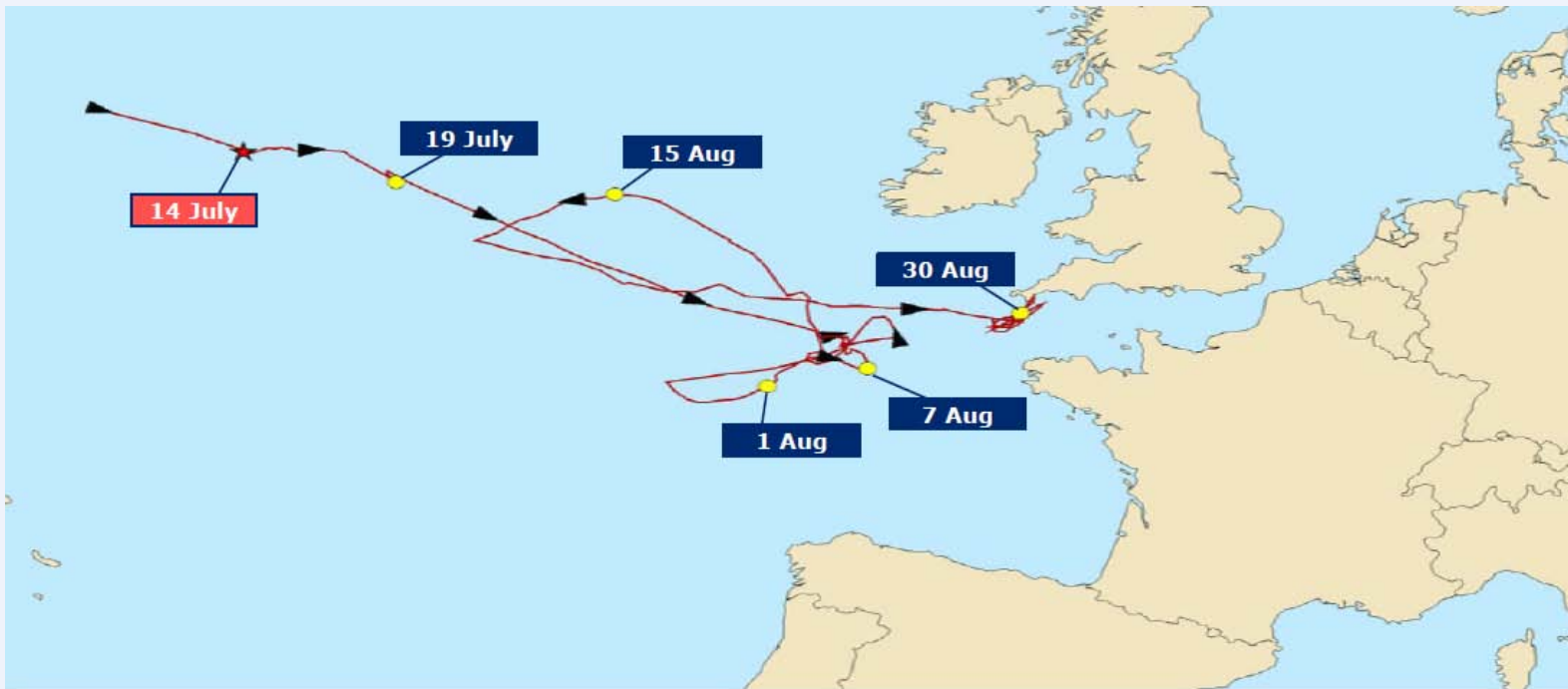




3. Current Topics – Places of Refuge

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Odyssey of the „MSC Flaminia“ Jul / Aug 2012



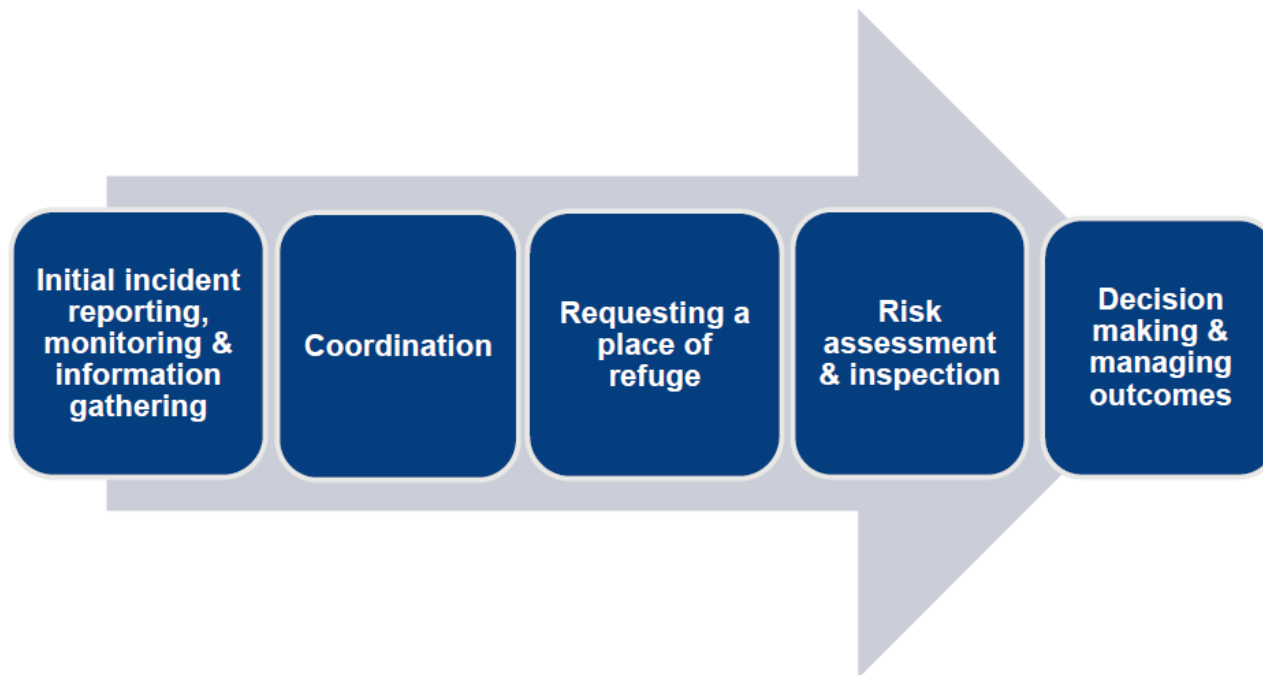
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3. Current Topics – Places of Refuge

IUMI participates in “EU Cooperation Group on Places of Refuge”

EU OPERATIONAL GUIDELINES





3. Current Topics – Cyber Risks

■ Cyber risks: BIMCO Industry Guidelines

INDUSTRY GUIDELINES ON CYBER SECURITY ON BOARD SHIPS



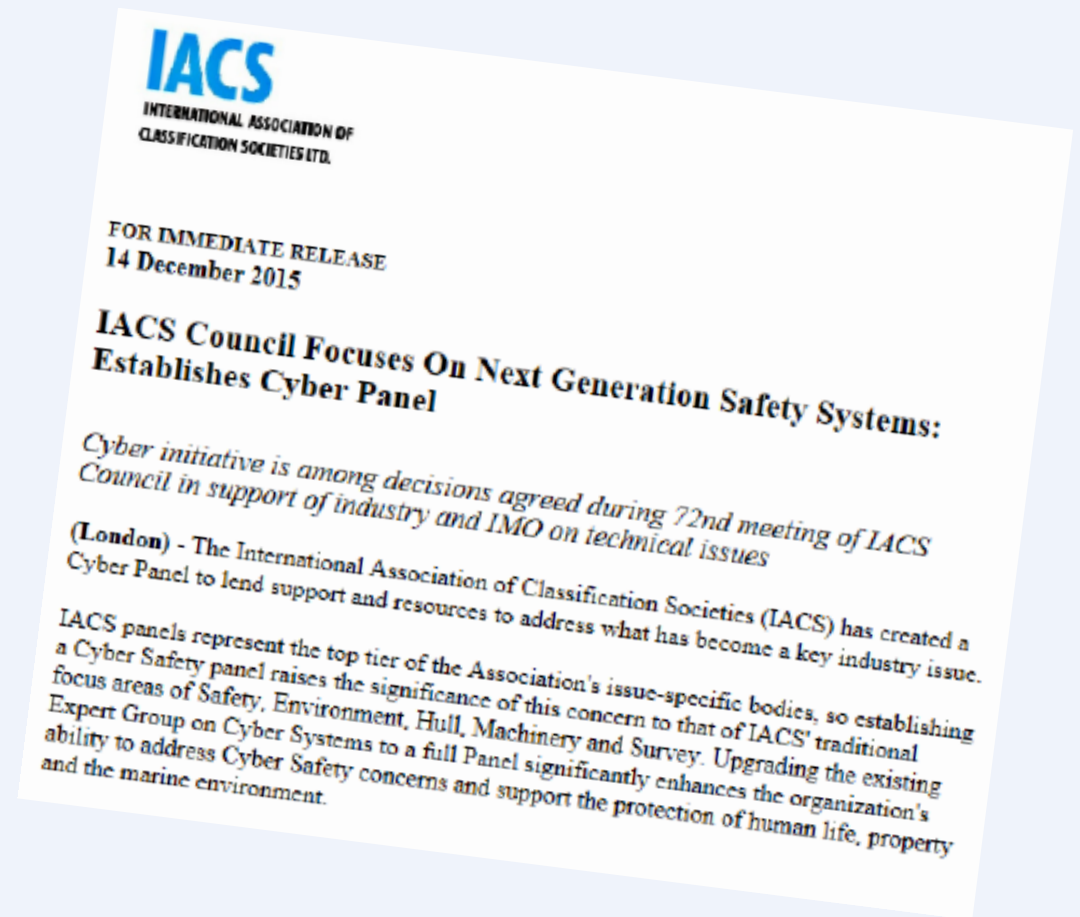
- The guidance to ship owners and operators includes how to:
 - minimize the risk of a cyber-attack through user access management
 - protect on board systems
 - develop contingency plans and
 - manage incidents if they do occur





3. Current Topics – Cyber Risks

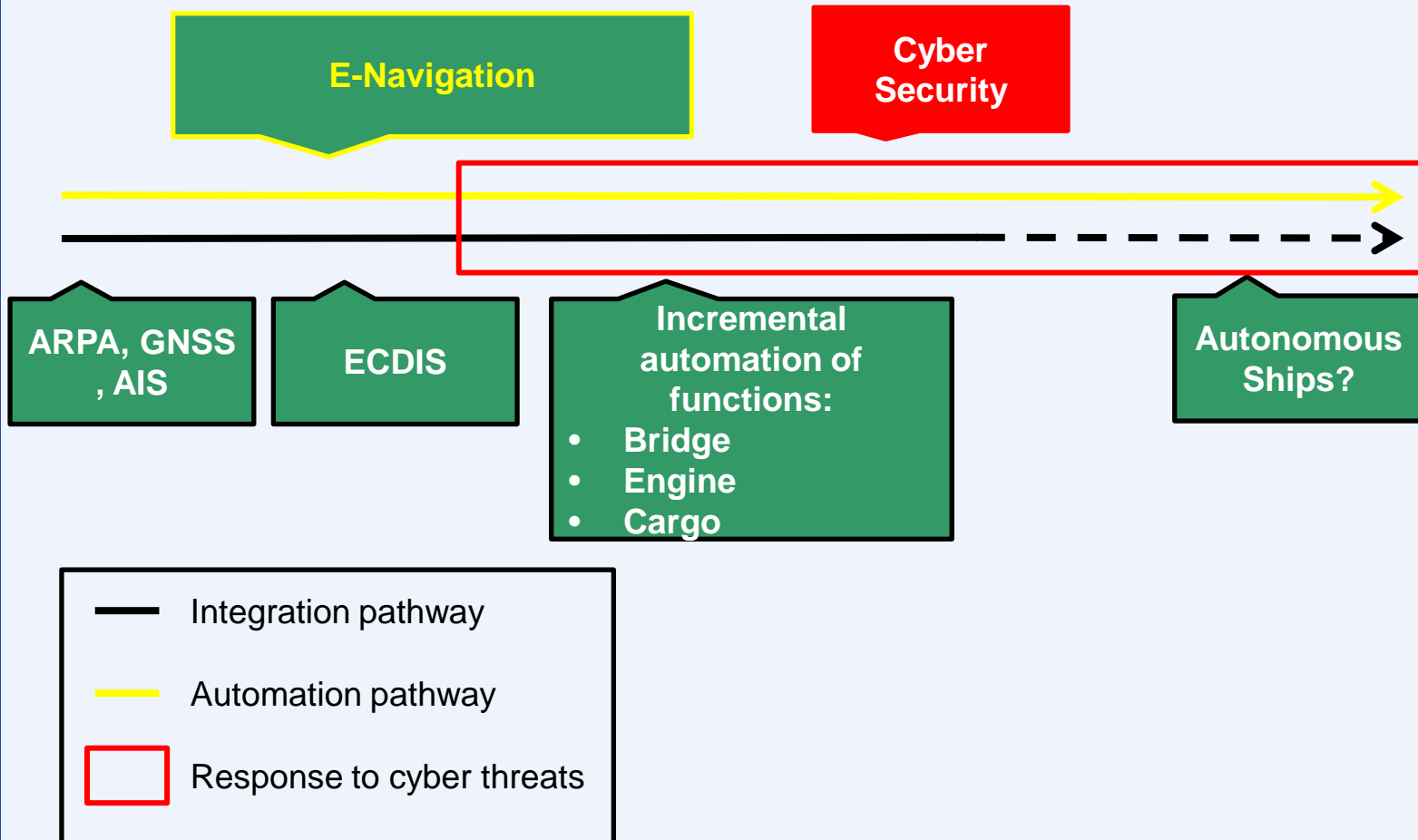
- Cyber risks: New IACS “Cyber Panel”





3. Current Topics – Cyber Risks

■ IMO eNavigation Project





3. Current Topics – Cyber Risks

- Unmanned vessels: e.g. DNV-GL “ReVolt”





3. Current Topics – Loss of Ship Records

- IUMI Position Paper in September 2015
- IUMI considerations with IACS and BIMCO





3. Current Topics – Theft Prevention

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IUMI Position Paper in September 2015



THEFT PREVENTION – IUMI POSITION
AND RECOMMENDATIONS

Håkan Nyström, SVP, Marine Product Manager – EMEA for AIG.





3. Current Topics – Arctic Sailing

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- Polar Code
- IMO Correspondence Group on «Limitations for Operations in Ice» - POLARIS



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3. Current Topics – Generally Ship Safety!

- “MOL Comfort” – Ship Design
- “Costa Concordia” – Water Tight Doors / Salvage Costs
- “MSC Flaminia” – Fire-fighting / Content of Containers / Places of Refuge
- “Sewol” - Domestic Ferry Safety
- “Hoegh Osaka” – Car Carrier Safety
- “Bulk Jupiter” - Liquefaction



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4. Connecting to IUMI: Homepage

IUMI International Union
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Main Menu

- Home
- President's Page
- Secretary General's Page
- Committees
- Conferences
- Marine Reinsurance
- IMO
- Affiliates & Reports
- Education
- Press
- About IUMI

Political Forum

Current Issues

Update as per 2nd September 2015

Position Paper of the International Union of Marine Insurance (IUMI) on the Loss of Ship Records September 2015

Position Paper of the International Union of Marine Insurance (IUMI) on the Trade in Services Agreement (TiSA) October 2014

Position Paper of the International Union of Marine Insurance (IUMI) on Cargo Theft Prevention

Salvage Forum

Current Issues

An Update on the reform of the YAR August 2015

Annual Conferences

IUMI Statistics

Global Premium, Loss and Fleet Statistics

IUMI Eye Newsletter

IUMI continues with the publication of its quarterly newsletter with the

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4. Connecting to IUMI: IUMI Eye

IUMI EYE News from the International Union of Marine Insurance
Issue 7 December 2014



Message from the President

The IUMI 2014 conference in Hong Kong saw the appointment of new members to the Executive Committee, the Technical Committees and Presidency. I am deeply honoured to have been elected to head this important industry body. I would like to thank my predecessor, Ole Wikborg. He and the outgoing IUMI officers have left the organisation in excellent shape, and I will carry on in the same spirit.

The Hong Kong conference was a huge success. The organising committee, speakers and panellists deserve our appreciation, as do the conference sponsors and IUMI Professional Partners (IPPs), for making this global gathering so professional and rewarding. True to its motto, "Building Expertise for a Changing World", the conference highlighted the rapid evolution of the marine insurance world. I was personally impressed by the dynamics and vitality of the Asian markets and the opportunities for marine insurers to participate in and support healthy growth.



With new team compositions in the Executive Committee and Technical Committees, this is a good occasion to prioritise projects and start new initiatives. We will continue to further raise this organisation's visibility and political profile, encourage deeper membership involvement and make the IUMI more transparent, compliant and modern than ever.

At the top of my personal agenda is enabling IUMI to voice the views and concerns of our industry more strongly than in the past. As experts with specialised know-how, we can provide key support in political decision-making processes. This will mean placing greater emphasis on improving and strengthening media relations to raise public awareness of the excellent work being done in our Technical Committees and positioning IUMI as a valuable partner for NGOs and regulatory authorities as well as the global transport and marine community.

But these outwardly directed efforts are only one side: equally important is cultivating the value and importance of the marine insurance sector within our own companies. Marine may be a rather small line of business, but it is certainly the most international class – and of strategic importance for global trade. IUMI and its annual conference represent an ideal platform to strengthen the global network of marine insurance professionals, which in turn helps us perform better than ever and create value for our companies.

This last point brings us back to the motto of the Hong Kong conference, "Building Expertise for a Changing World". By continuously enhancing expertise, marine insurers can secure a strong position as specialised solution providers for their clients. With new capital providers entering the insurance markets and further fuelling the competition, it is more important than ever to establish our unique skill sets and risk knowledge as our most important value proposition for clients.

I look forward to tackling these projects, and having the privilege of helping to bring IUMI to the next level.

Dieter Berg, IUMI President

IMO to develop cyber security guidelines

By Helle Hammer, Managing Director Cefor and Chair of the IUMI Political Forum

The IMO Maritime Safety Committee (MSC) has supported a Canadian / U.S. recommendation to develop voluntary guidelines on maritime security practices. The purpose being to protect and enhance the resiliency of cyber systems supporting the operations of ports, vessels, marine facilities and other elements of the marine transportation system.

The growing reliance of information technology and data in the daily work within the marine and energy sectors increases their exposure to cyber related risks. A successful cyber-attack can have several implications relevant to insurance: Loss of life, personal injury, pollution, loss of property, business interruption, loss of production, loss of data, and loss of reputation.

It is a challenge also to underwriters to understand properly these risks. Hence, the development of these new guidelines has been added to the IUMI Political Forum's current items list for further monitoring and participation with input from an insurance perspective.

Member States and industry are now invited to put forward papers and examples of existing guidelines to MSC 95 next year, in which a full debate will take place.

- Quarterly newsletter
- Information for membership and interested third parties
- www.iumi.com



4. Connecting to IUMI: Education

- Education Programmes of the national member associations
- ... and decision in 2015 to build up an IUMI Education Programme
- “IUMI database”





4. Connecting to IUMI: Conferences

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That's it

Lars Lange

Große Elbstraße 36

22767 Hamburg

Germany

+49 – 40 2000 747 – 0

lars.lange@iumi.com

Lars Lange,
SIMI Seminar, Shanghai
12/01/2016