

“A Chinese Managed Network of Marine Cargo Surveyors and Claims Agents”

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Battermann + Tillery Company Details

- Largest marine and cargo surveying company in Europe
- Founded 1913
- Family business in its 4th generation
- 21 offices in Germany
- Subsidiary companies in Austria, Turkey and Romania
- Claims agents for the Chinese insurance market for more than 20 years
- IUMI Professional Partner for Germany



Battermann + Tillery Core Services

- Marine and cargo damage surveys
- Loss prevention
- Claims services (adjusting, settling, recoveries)
- International coordination

A survey network should offer the best performance at local rates, a global coverage with agents and alternative agents when necessary, to support China on its way to becoming the world's largest marine insurance market in the future!

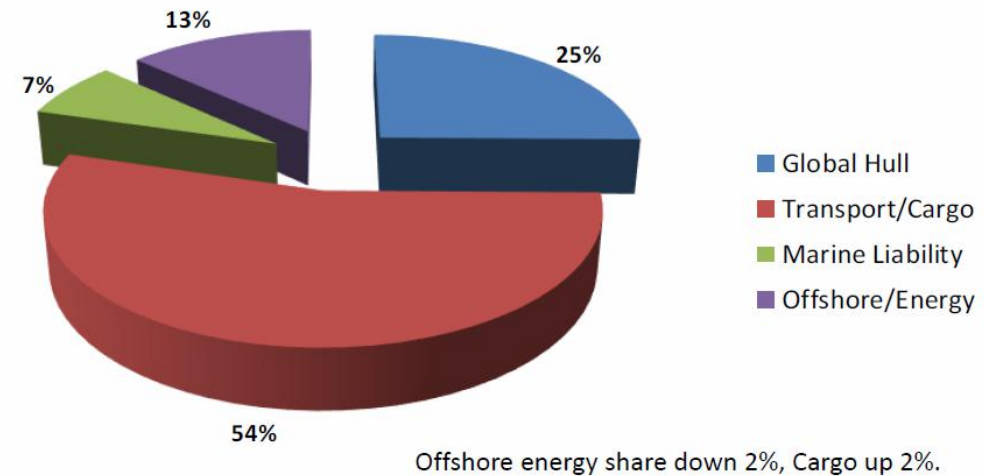
The idea of a global network
of marine cargo surveyors and claims
agents managed by SIMI

Marine Premium 2016

by line of business

Total estimate 2016: 27.5 USD billion / Change 2015 to 2016: -9%

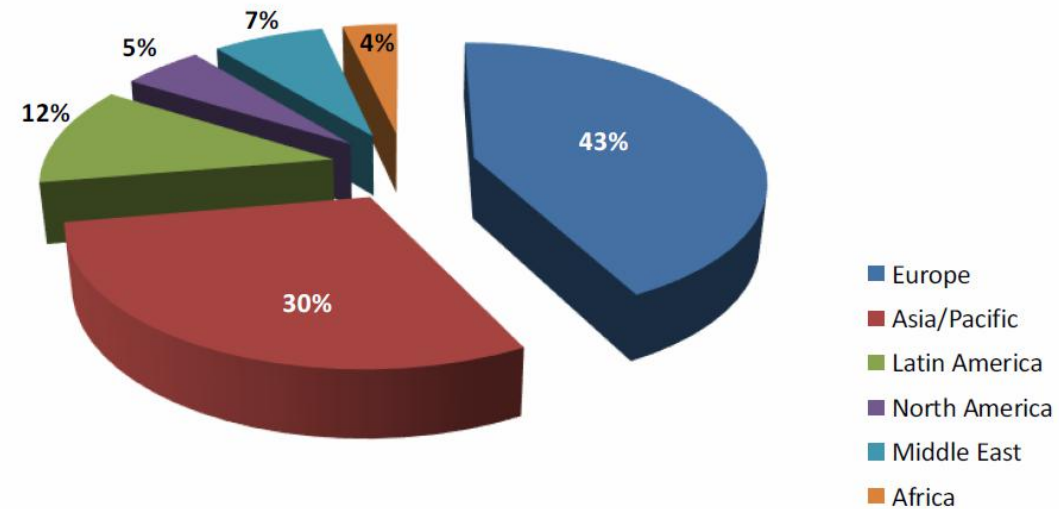
NB: Exchange rate effects due to recent strong USD!



Source: IUMI Global Marine Insurance Report 2017

Cargo Premium 2016 – by region

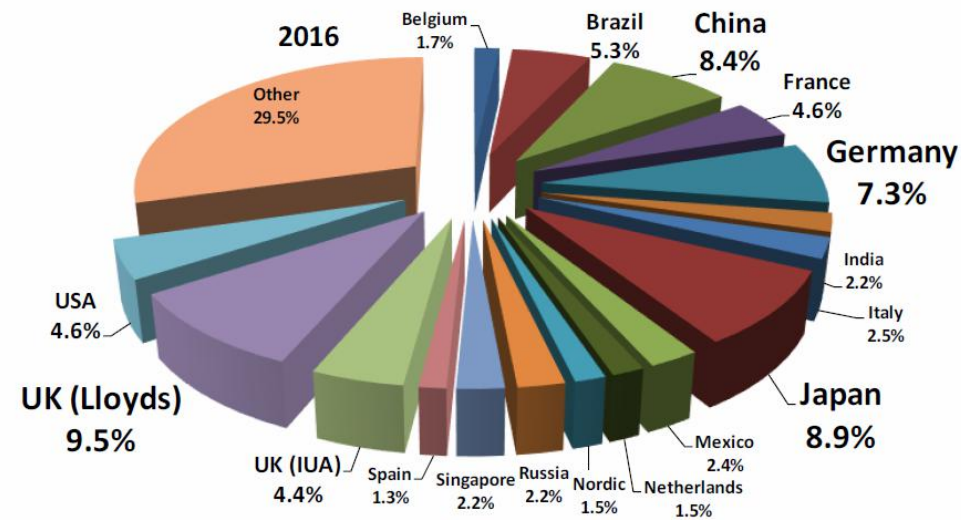
Total estimate: 15.0 USD billion / Change 2015 to 2016: -6%
Exchange rate effects strongest on cargo premium.



Source: IUMI Global Marine Insurance Report 2017

Cargo Premium 2016 - by markets

Total estimate: 15.0 USD billion



Source: IUMI Global Marine Insurance Report 2017

What do other markets do?

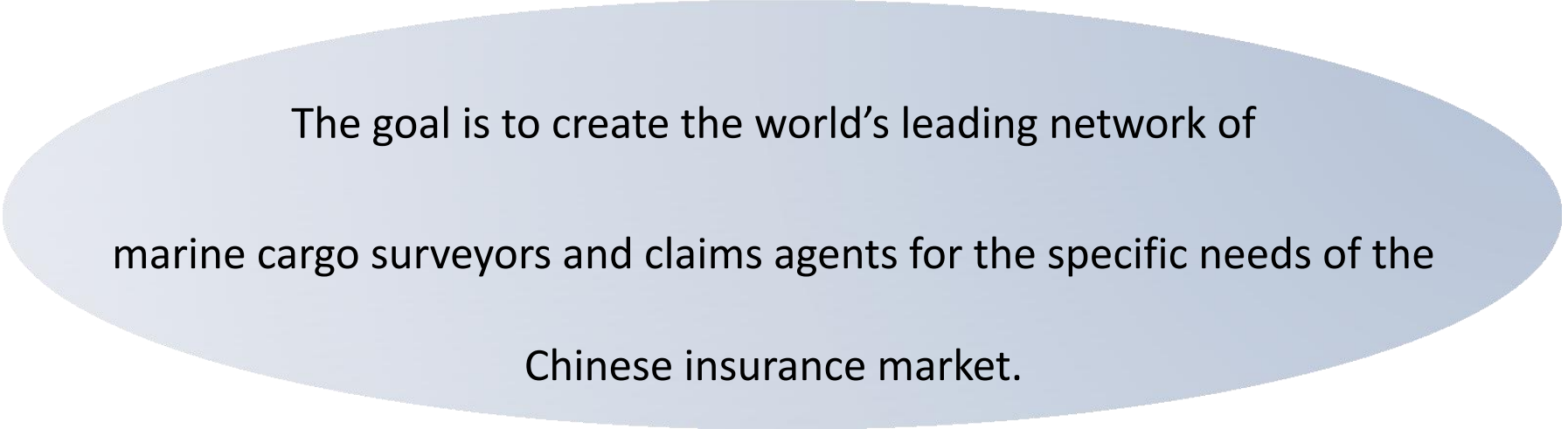
- The UK has its own claims and survey network via the Lloyds Agency
- The US has its own network via AIMU – American Institute of Marine Underwriters
- Germany has its own network via VHT – Association of Hanseatic Marine Underwriters
- Even France has its own network via the local CESAM
- But China? – There is no network yet – many claims professionals are not satisfied

A Chinese Network would be valuable because

- local standards and expectations differ from those of other countries
- it would provide extensive global coverage, including new markets like Africa and Silk Road countries
- agents would charge local rates
- best price-to-performance ratio
- agents would be independent
- survey standards would meet the needs of the Chinese market
- it would be managed by claims professionals from China (Cargo Claims Committee)

Further advantages of a SIMI Network

- Chinese website listing all global agents and alternative agents
- Booklet with all agents for the local insurers
- SIMI Cargo Claims Committee will review performance of the agents every year
- In case of proven complaints, agents can be replaced on short notice



The goal is to create the world's leading network of
marine cargo surveyors and claims agents for the specific needs of the
Chinese insurance market.

THANK YOU FOR YOUR ATTENTION!

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