



Update on IUMI current issues and involvements.

38th South African Marine Forum - May 2023



Agenda



South Africa Marine insurance market: regional Leader in Africa

IUMI Update

- **Membership**
- **Education**
- **Statistics, data and digitalization**
- **Sustainability**
- **Advocacy & lobbying**

Latest ISSUES for IUMI

- **War In UKRAINE and trade Impact**

SOUTH AFRICA MARINE INSURANCE MARKET



LAND OF MARITIME TRADE SOURCE UNCTAD STATS

INTERNATIONAL MERCHANDISE TRADE

Total merchandise trade

(millions of US\$)

	2005	2010	2015	2021
Merchandise exports	51 626	91 347	81 002	123 572
Merchandise imports	62 304	96 835	(e) 104 651	(e) 113 989
Merchandise trade balance	-10 679	-5 488	(e) -23 649	(e) 9 583

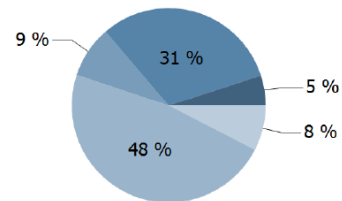
+44.0 %

Merchandise exports growth rate in 2021

Export structure by product group in 2021

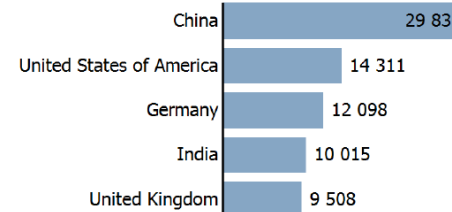
(as % of total exports)

- All food items
- Ores and metals
- Fuels
- Manufactured goods
- Other



Top 5 partners in 2021

(exports, millions of US\$)



MARITIME KEY FIGURES FOR 2021

Coast/area ratio²
3.1 m/km²

Ship building⁴
455 GT

Ship recycling⁴
..

Fleet - National flag⁵
334 Thousands DWT

Fleet - National flag⁵
106 ships

Fleet - Ownership⁶
987 Thousands DWT

Container port throughput⁷
4 029 000 TEU

Number of seafarers⁸
(n) 3 030

Number of port calls⁹
7 194

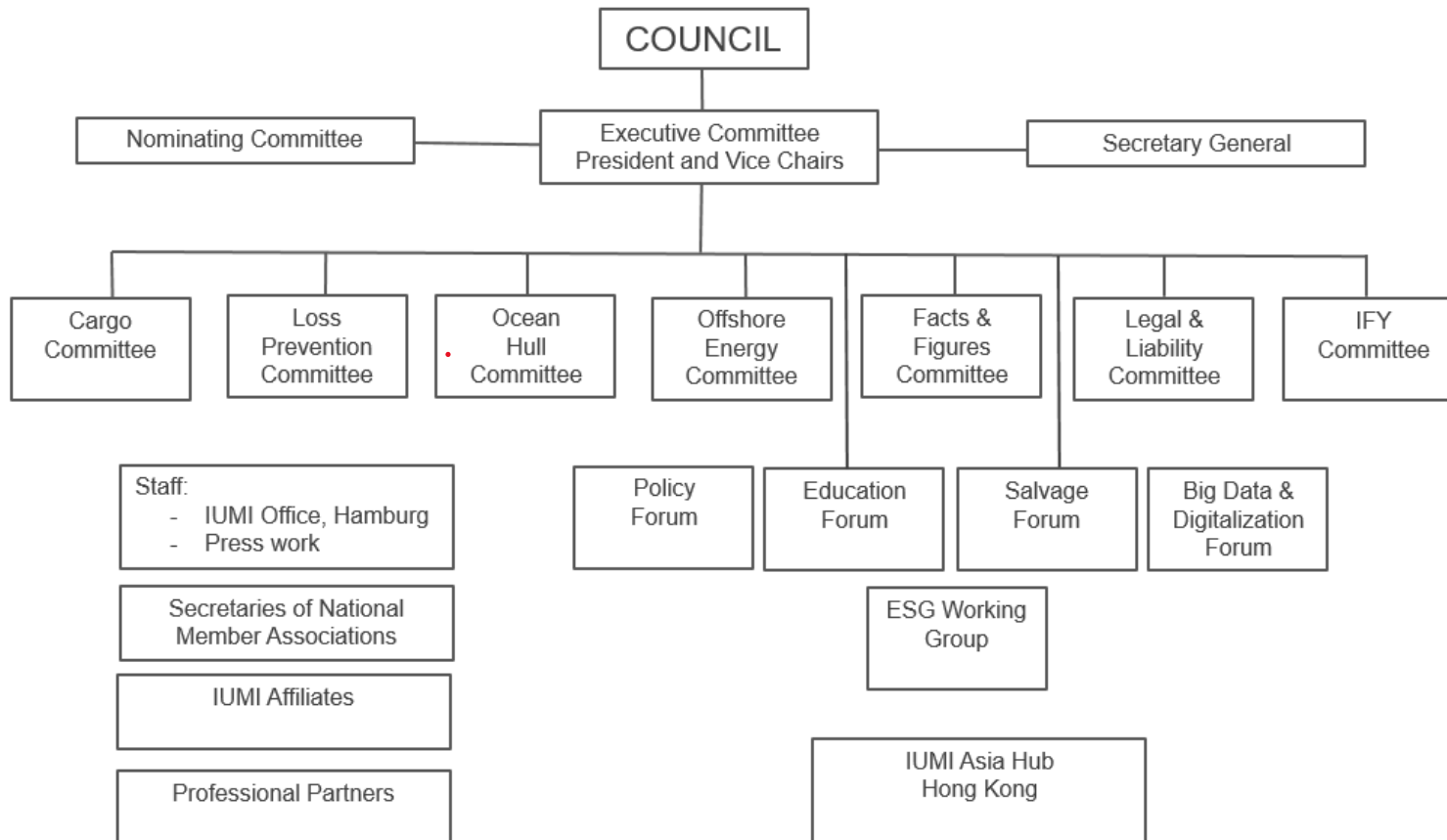
MARINE PREMIUM in AFRICA :736 M\$



Country	IUMI	other	Name of association	Hull	Transport/Ca	Marine Liabilit	Offshore ener	Total
Africa								
Algeria		GAIF	via GAIF (General Arab Insurance Federation)	not available	53 400	not available	not available	53 400
Benin		FANAF	via FANAF	0	1 149	0	0	1 149
Burkina Faso		FANAF	via FANAF	0	1 175	0	0	1 175
Burundi		FANAF	via FANAF	0	1 994	0	0	1 994
Cameroun		FANAF	via FANAF	0	22 184	0	0	22 184
Centrafrique		FANAF	via FANAF	0	68	0	0	68
Congo		FANAF	via FANAF	0	1 115	0	0	1 115
Côte D'Ivoire		FANAF	via FANAF	0	11 716	0	0	11 716
Egypt	yes		Insurance Federation of Egypt	20 039	43 628	0	94 771	158 439
Gabon		FANAF	via FANAF	0	18 864	0	0	18 864
Guinee		FANAF	via FANAF	0	1 734	0	0	1 734
Kenya			The Association of Kenya Insurers	0	90 000	0	0	85 000
Malawi		FANAF	via FANAF	0	2 848	0	0	2 848
Morocco	yes	GAIF	F.M.S.A.R. & Comité des Assureurs Maritime du Marc	17 903	46 372	163	0	64 438
Niger		FANAF	via FANAF	0	1 194	0	0	1 194
Nigeria	yes		Nigerian Insurers Association	4 957	24 785	3 305	83 178	116 225
Senegal		FANAF	via FANAF	0	15 333	0	0	15 333
South Africa	yes		Association of Marine Underwriters in South Africa	14 000	120 698	2 021	0	136 718
Sudan		GAIF	via GAIF (General Arab Insurance Federation)	not available	12 700	not available	not available	12 700
Tchad		FANAF	via FANAF	0	533	0	0	533
Togo		FANAF	via FANAF	0	947	0	0	947
Tunisia		GAIF	Fédération Tunisienne des Sociétés	not available	28 200	not available	not available	28 200

SA MARINE INSURANCE LEADER in AFRICA

IUMI STRUCTURES & SUPPORTS



- 1.Hilton Adam, Munich Re – Chair, IFY Committee
- 2.Mike Brews, Horizon Underwriting – Vice Chair, Cargo Committee
- 3.Vivienne Pearson- Secretariats Committee

SUPPORTS

- International professional Partners
- Affiliated members

Membership

Priority - Serve our members well, stay highly engaged, and seek opportunities to expand our network

✓ IUMI members participate in IUMI's work streams

✓ Impact, direction of travel“ of IUMI

✓ Representation in IUMI's Technical Committees and Forums



Education

Priority - Establish IUMI as an Educational provider of technical marine insurance skills



Free Webinars & Digital Resources

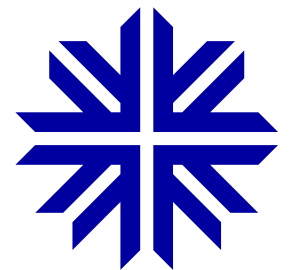


Online Tutorials



In-Class Training & Annual Conference

Importance of international knowledge and networking for marine underwriters



IUMI

IUMI Online Tutorials

Cargo & Hull



- CPD certified
- Cargo: 11 modules
- Hull: 13 modules
- € 550 (Cargo) / € 650 (Hull)
- Optional exam

The screenshot shows the IUMI Cargo Tutorial webpage. At the top, there is a navigation bar with 'International Union of Marine Insurance' on the left, 'Login' and 'Search' on the right, and a search icon. Below the navigation bar is a menu with 'About', 'Committees', 'Education', 'Events', 'Opinions', 'Statistics', and 'News'. The IUMI logo is displayed on the right side of the page. The main heading is 'IUMI Cargo Tutorial'. The text describes the online learning cargo tutorial as a training course for intermediate level cargo underwriters. It lists 11 modules: 1. Introduction to international trade, 2. Particular average and sue and labour, 3. General average and salvage, 4. Exclusions, 5. War and strikes, 6. Duration provisions, 7. Claims, 8. Stock throughput, 9. Project cargo, 10. Additional clauses (added by broker or underwriter), and 11. Trade clauses. A 'CPD CERTIFIED' logo is shown on the right. The page also mentions an estimated time of 23-28 hours plus external learning material and resources, and provides a link to a brochure. A free trial of module 1, 'Introduction to International Trade', is offered.

Webinars & Podcasts

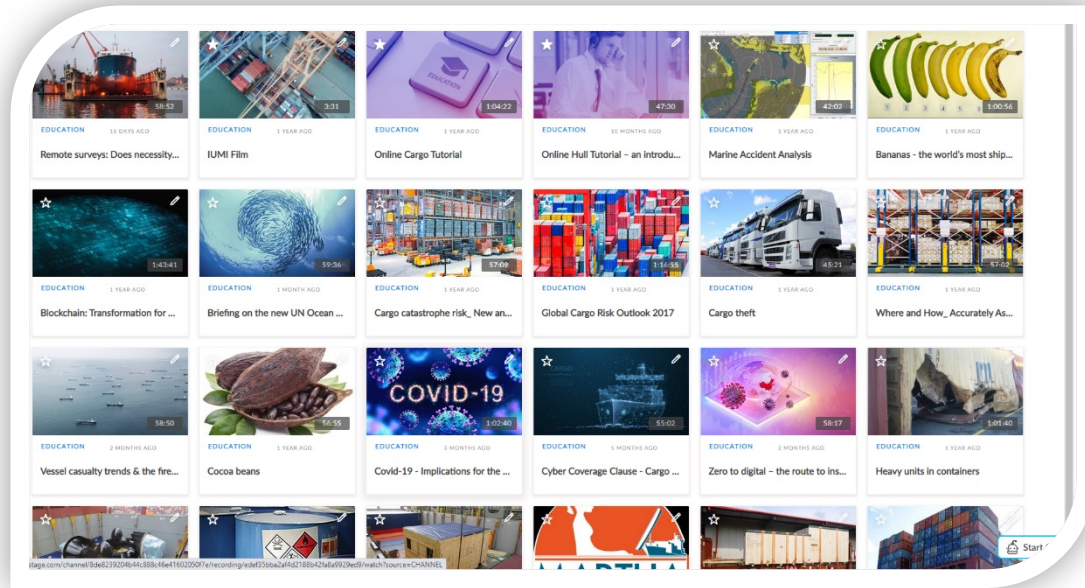
A truly global reach



60+ webinars since 2016

www.iumi.com → Education

Online library:
50+ recordings



Registrations from 65+ countries

13,000+ participants

Masterclass in Cargo Insurance in LONDON



Plus: Networking

Plus: Social events

1

Contracts of
affreightment

2

International
programmes

3

Coverage
extensions

4

Cat risks/
accumulation
& ESG

5

Geopolitical
aspects

2 Masterclasses March /Oct 2023 :Great sucess- October
session Sold out

Statistics and Data & BDD FORUM

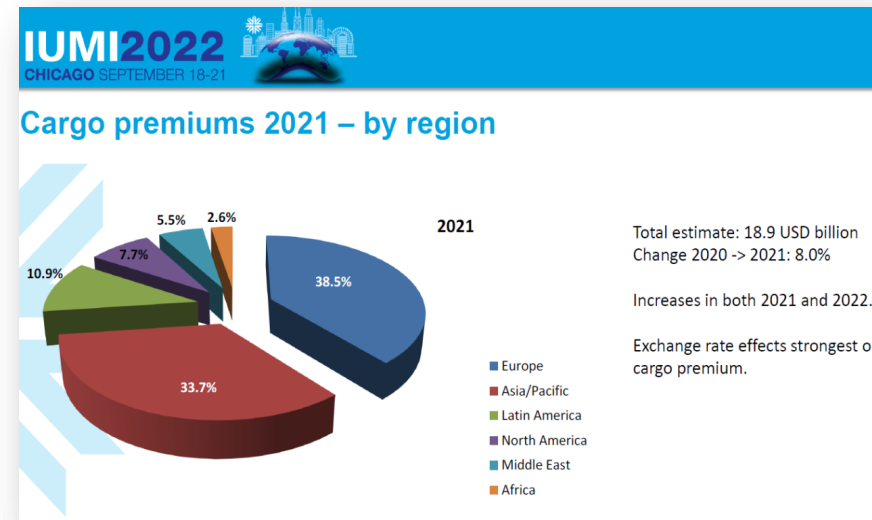
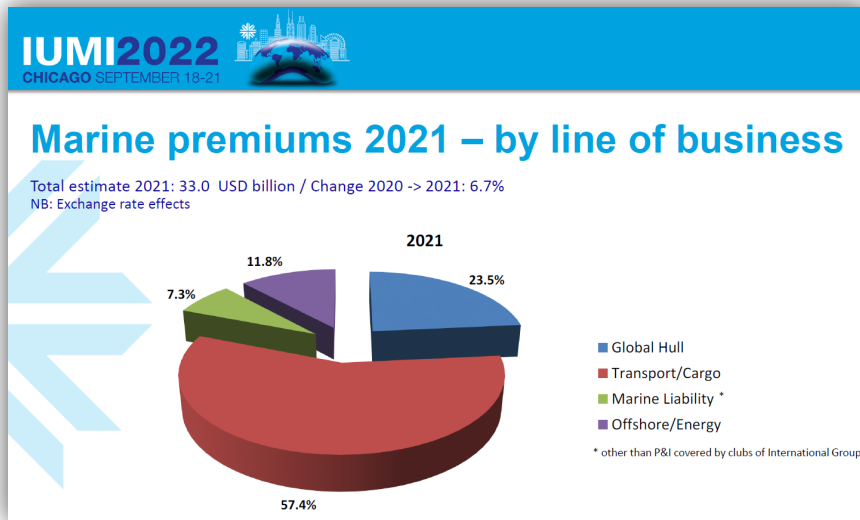
Priority – (i) We are recognised for high quality statistical data.
(ii) We help members prepare for a world in which the art & science of underwriting evolves into a different phase, where there is more focus on data & digitalisation

Annual IUMI Stats Report

- Consolidates key IUMI information on statistics in a single „Stats Report“
- Includes key data, charts, commentary and opinion on the marine insurance market
- Report published after the annual conference



IUMI Statistics - Premium

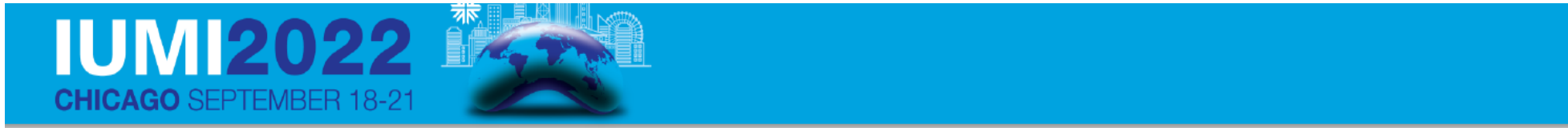


DIGITILIZATION & BIG DATA FORUM

- HIGH business IMPACT linked to digitilization-IOT-Sensor tech-Blockchain-3 D Printing *etc* .
- More processes are digital
- Marine insurance business have to understand and adapt
- DISRUPTION IF NOT ABLE TO FOLLOW UP

IUMI Major Claims Database since 2020

~11,000 claims records / ~US\$ 17.3 B of total losses



Our 2022 claims database consists now of 27 countries, after 25 participants in 2021 and 22 participants in 2020

Countries	Working Group Member	Scope of data
Lead: Dave Matcham		
Belgium	Christoffel Comette	Hull & Cargo
Germany	Jens Jaeger	Hull & Cargo
Japan	Kotaro Miyata	Hull & Cargo
Netherlands	Marko v. Leeuwen	Hull & Cargo
Singapore	Paul H. / Kai W. / Iris N.	Hull & Cargo
Sweden	Mikaela Tamn	Hull & Cargo
Switzerland	Tanja Wilke	Cargo
Greece ¹	Eva Varouchaki	Hull & Cargo
Australia	Aparna Reddy	Hull & Cargo

2018 pilot participants

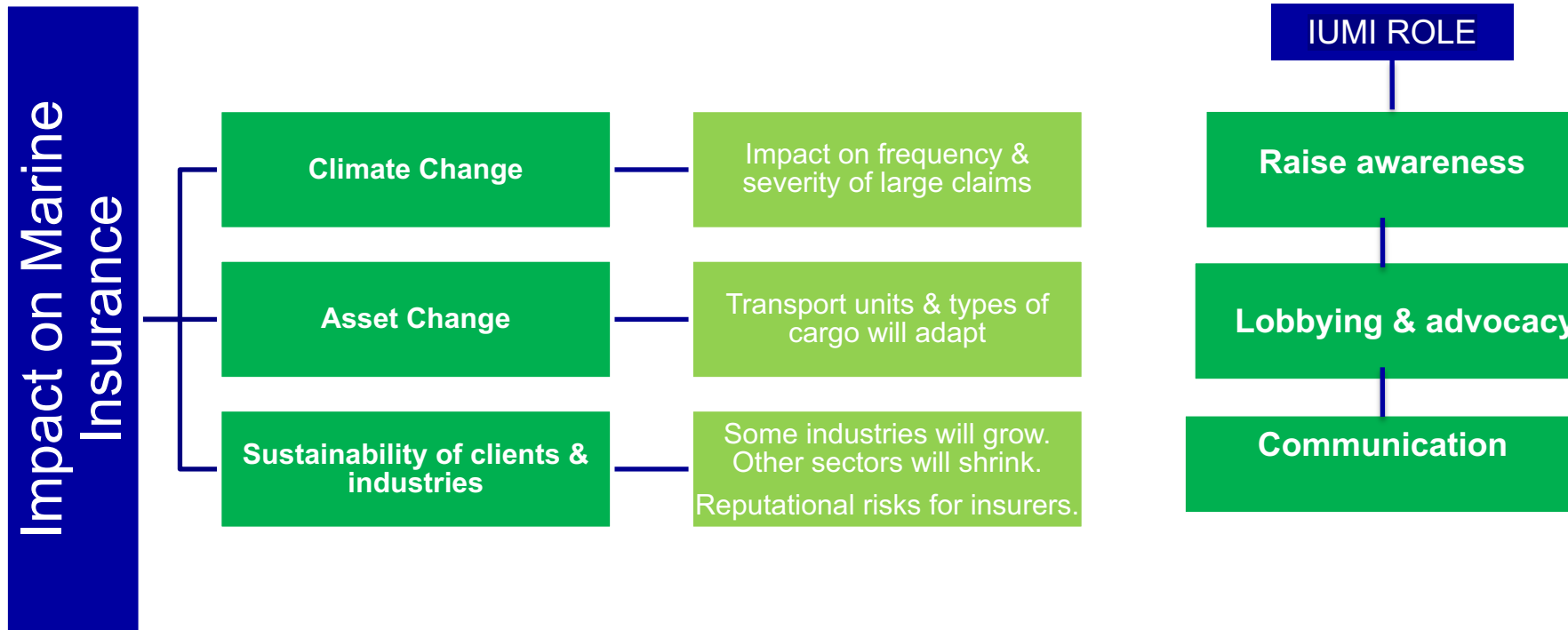
Countries	Working Group Member	Scope of data
Lead: Dave Matcham		
India	Sanjiv Singh	Hull & Cargo
Italy	Cristina Castellini	Hull & Cargo
Malaysia	Farizah	Hull & Cargo
Poland	Marek Lewandowski	Hull & Cargo
Slovenia ¹	Mateja Lamovšek	Hull & Cargo
Spain	Antonio Guardiola Martinez	Hull & Cargo
Turkey	Ceyda Çaptuğ	Hull & Cargo
United Kingdom ²	Dave Matcham	Hull & Cargo
France	Jean-Paul Thomas	Hull & Cargo

Countries	Working Group Member	Scope of data
Lead: Dave Matcham		
United Arab Emirates ²	Fareed Lutfi	Hull & Cargo
New Zealand	John Lucas	Hull & Cargo
Hong Kong	Selina Lau	Hull & Cargo
Cyprus	Andreas Athanasiades	Hull
Philippines	Michael Rellosa	Hull & Cargo
Croatia	Tanja Stahuljak	Hull
South Africa	Vivienne Pearson	Hull & Cargo
Taiwan	Alice Wang	Hull & Cargo
Thailand ³	Nongrat Pithakchatsakun	Hull & Cargo

New participants

Sustainability & ESG

Priority – IUMI recognises the growing importance of the environment & sustainability and will give greater prominence to this issue, especially where it comes within the scope of members' interests.



Risks – but also opportunities – for marine insurers arising from the heightened importance of sustainability issues



Poseidon Principle for Marine Insurance

Assessing and disclosing the climate alignment of H&M portfolios



Assessment
of Climate
Alignment

Accountability

Enforcement

Transparency

Advocacy & Lobbying

Priority – Act as the voice of the marine insurance industry, represent members' interests. Work closely with affiliates & continue to build contributions at IMO.

14 February 2023



IUMI Policy Agenda



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• www.iumi.com → Opinions



IUMI

International Maritime Organisation



- IUMI = NGO observer status:
 - ✓ IUMI attends relevant IMO committee meetings
 - ✓ IUMI entitled to submit papers
 - ✓ IUMI participates in Working Groups
 - ✓ Strong network with IMO Secretariat and Member States



Latests issues for
IUMI: War In
UKRAINE and MASS

Maritime Autonomous Surface Ship

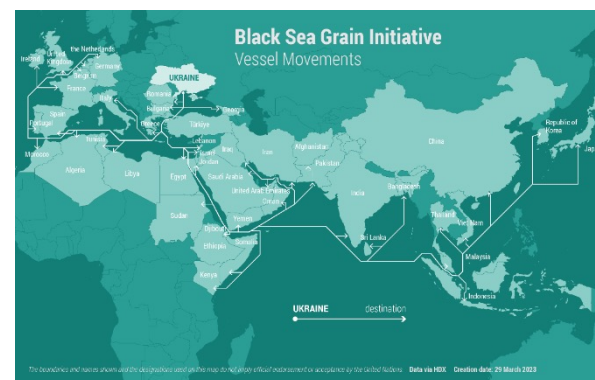


WAR IN UKRAINE -TRADE IMPACT for UKRAINE

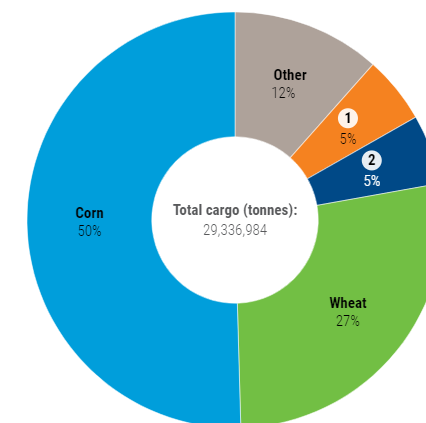


GRAIN CORRIDOR UPDATE

- > 900 Shipments
- 24 millions Metric tons
- CHINA :highest imports
- Grain commodities prices back to pre-war level
- End of the agreement 18 05 2023
- Russia discontent about the agreement



What has been shipped?



1 Sunflower oil 2 Sunflower meal

Black Sea Grain Initiative | Vessel Movements | United Nations

RUSSIAN CONDITION FOR EXTENSION

...lifting restrictions on insurance and access to ports for the russian ships and cargo...

Abtsract from letter 16 march 2023 sent to UN by UN Russian representative

That's it !

www.iumi.com

