

# Rewriting Cargo Theft Risk Container Vault

Integrating (Re)Insurance, Risk Intelligence and  
Physical Control into the Marine and GIT markets

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resilea

container vault

RISK MANAGEMENT



# Cargo Crime Has Changed



## Organised Networks

Intelligence-led criminal operations with coordinated execution



## Targeted Selection

Faster execution focused on high-value cargo in key corridors



## Multiple Points

Theft at depots, en route, and delivery locations



## Cost Pressure

Increased operational and insurance expenses

Traditional responses are becoming less effective, reactionary force against modern threats.

# The True Cost of One Theft Incident



## Beyond Cargo Value

- Vehicle downtime and supply chain disruption
- Customer dissatisfaction and claims handling costs
- Salvage deterioration and premium increases
- Driver trauma and retention risk
- Increased claims related costs
- Diminishing loss ratios

⚠ The true cost of theft often far exceeds the insured amount.

# The Underwriting Challenge



1

## Traditional Approach

Static inputs: proposal forms, claims history, declared routes, cargo type, fleet details, security questionnaires, annual turnover estimates

2

## The Gap

Static data misses daily behavioral risk. Two fleets may look identical on paper but perform very differently in reality. Significant disconnect between Insurable risk identification and fleet behaviour.

# From Static to Dynamic Underwriting

1

## Traditional Approach

- Proposal forms, claims history, declared routes, cargo type, fleet details, security questionnaires, annual estimates

## Challenges Faced

- Lack of data control regarding vital underwriting information pertaining to sum insured

2

## Dynamic Approach

- Route discipline, unauthorised stops, lock protocol, authorised zone access, alert escalation speed

## Ancillary Value

- Route Corridor Modelling and post-live exposure control
- Time based accumulations
- Commodity Accumulation

# Three Integrated Layers of Risk Control



## Smart Physical Security

Intelligent locking systems for containers and tautliners



## Live Tracking & Intelligence

Real-time GPS monitoring and alert systems



## Excess Buy-Down Insurance

Risk-based pricing that rewards better behaviour

**Combined Outcome:** Deterrence + Detection + Recovery + Better Risk Pricing

# Layer 1: Smart Locking

Turning a Vulnerable Access Point into a Control Point



## Smart Locks

For containers and tautliners with remote and in contact unlock protocols



## Geofenced Access

Permission-based unlocking in authorised zones only. Route optimisation and monitoring

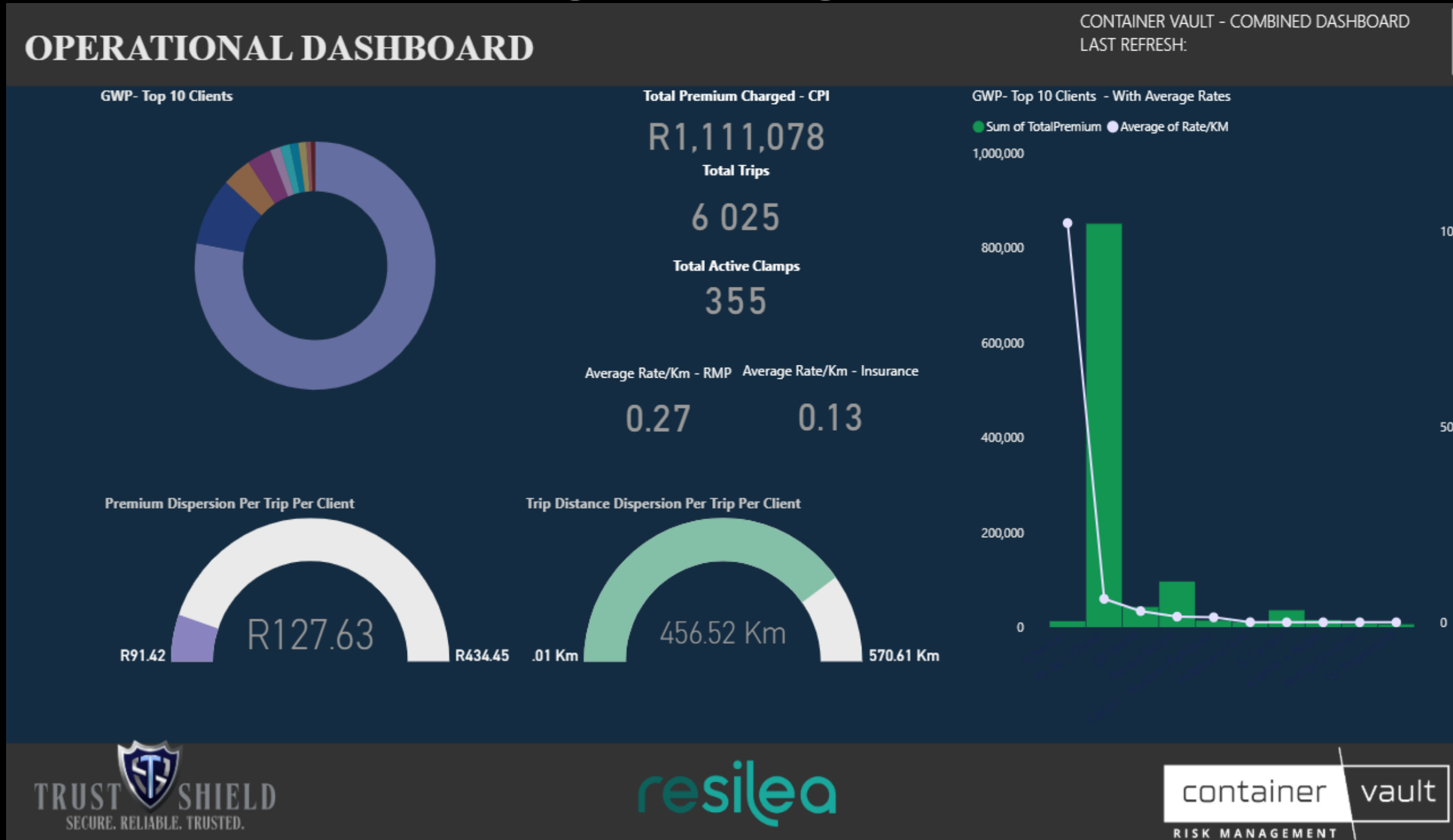


## Alert Systems

Tamper alerts, forced entry notifications, temperature variation control , time-stamped records

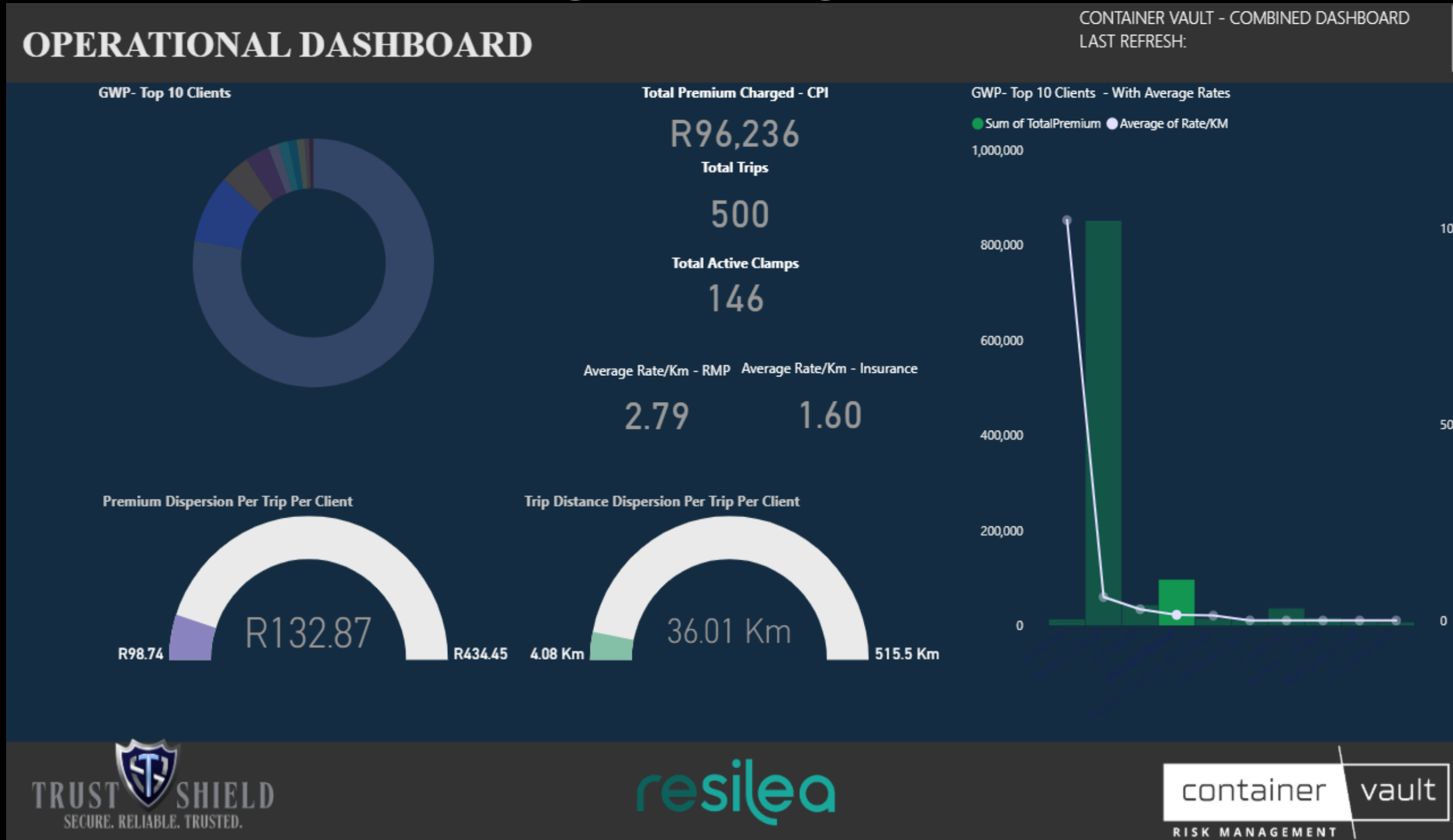
The lock enables intelligent underwriting infrastructure.

# Layer 2: Live Tracking Intelligence



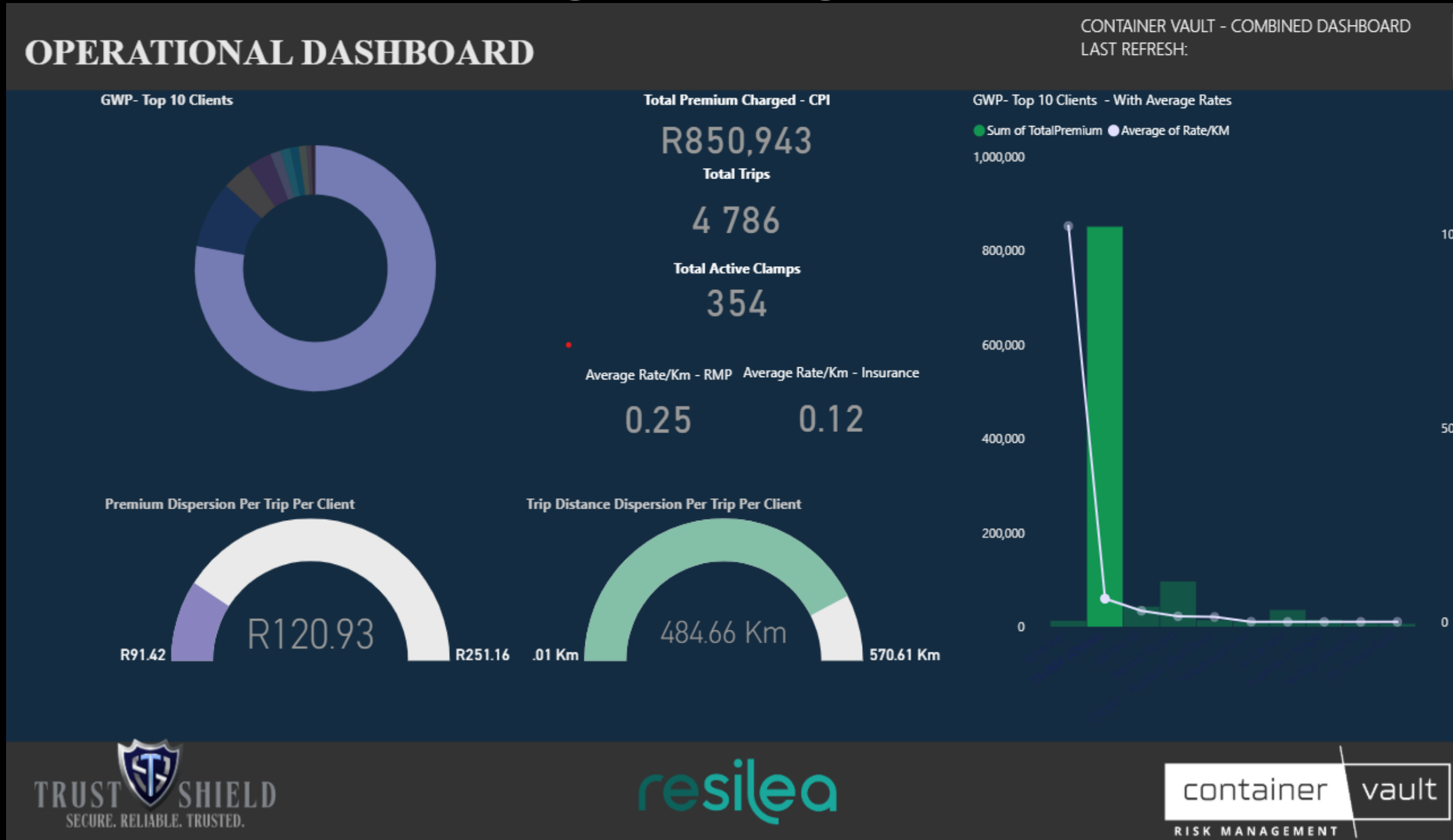
**i** Per Insured: Clamp Management, Pricing, Value and Distance monitoring

# Layer 2: Live Tracking Intelligence



**i** Per Insured: High Value, Short Distance. Average time on clamp 12.27 Hours

# Layer 2: Live Tracking Intelligence



**i** Per Insured: High Value, long Distance. Average time on clamp 21.64 Hours

# Layer 3: Excess Buy-Down Insurance

Rewarding Better Risk Behaviour

From **R500K**  
Standard Theft/Hijack Excess  
Traditional insurance structure



From **R250K**  
Enhanced Structure  
Reduced excess with compliance

## Lower Retention

Reduced financial burden for insured

## Better Alignment

Stronger incentives for risk control

## Value Proposition

Enhanced client benefits and Cash flow benefits

## Capacity Confidence

Reinsurers back portfolios they can measure and understand

## Treaty Optimisation

Improved data and controls support stronger pricing and market perception

## Sustainable Profitability

Reduced volatility creates stronger reinsurer partnership

# Why Combined Solutions Matter

## Single Controls Are Limited

Tracking alone = visibility only

Lock alone = physical barrier only

Insurance alone = post-loss compensation only

## Integrated Model Delivers

Prevention • Early detection • Delayed access • Faster recovery • Reduced net claims cost • Better underwriting inputs



# Better Underwriting Economics

Improving underwriting performance, not selling gadgets.



Improved Risk Differentiation



Reduced Expected Loss Cost



Better Pricing Adequacy



Lower Theft Frequency Potential



Reduced Claims Severity



Stronger Portfolio Insight

# Addressing Moral Hazard

Insurance becomes an active partnership, not passive transfer.

Better compliance can support improved pricing, reduced excess structures, and continued program eligibility. Poor compliance can revert to standard terms.

Per trip Insurance automatically embedded with service capability. Limited requirements for onboarding supporting the underlying policy.

Maintaining a national footprint of 16 fully operational offices and 9 strategically located satellite offices, enabling a fleet of over 350 vehicles and 3 helicopters for rapid deployment, localised support, and consistent service delivery across South Africa. Our Head Office and 24/7 National Operations Centre are located in Midrand.

## Operational Offices (16):

Bloemfontein · City Deep (Dry Port) · Delmas · Durban · Durban (Port) · Emalahleni · Johannesburg · Kroonstad · Midrand · Mbombela · Gqeberha Port · Gqeberha · City of Tshwane (Pretoria) · Stilfontein · Springs · Western Cape

## Satellite Offices (9):

Bethlehem · East London · Hartswater · Lichtenburg · uMnambithi (Ladysmith) · Rustenburg · Vryheid · Pinetown · Polokwane

# Value by Stakeholder



## For Insurers

- Better profitability potential
- Sharper pricing segmentation
- Synergistic benefit between single entity risk management, Claim Investigation and end-to-end litigation support



## For Brokers

- Differentiated client solutions
- Improved retention
- Improved client reporting standards and efficiency



## For Fleet Operators

- Lower net risk cost
- Better control and visibility



## For Cargo Owners

- Greater confidence and continuity
- Improved understanding of cargo movements

# Invitation to the Market

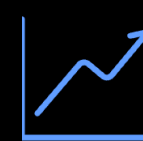
## Where We See Opportunity



Pilot programs with selected fleets



Commodity and corridor-specific solutions



Data-led pricing refinement



Collaborative underwriting models



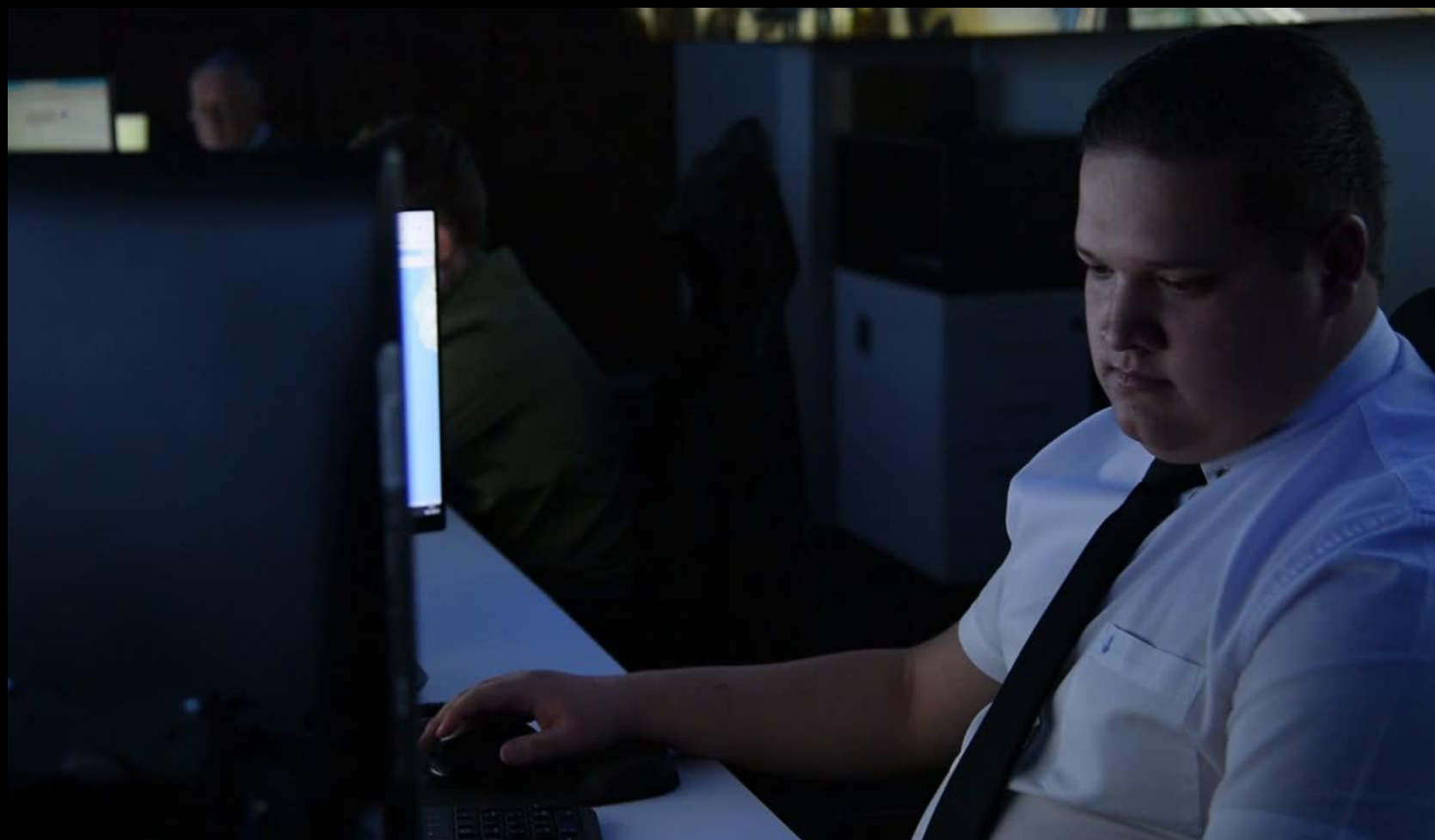
Scalable theft resilience partnerships



Improved Accumulation  
Modelling and presentation of risk to global markets

# The Future of Cargo Risk Is Connected

Preventing losses, rewarding better behaviour, and improving underwriting outcomes through connected security technology.



Each clamp is equipped with sensors that provide live tracking, environmental monitoring, and tamper alerts.

#### Supported Services:

- Enable real-time visibility of cargo status and location for all stakeholders.
- Automatically trigger insurance policy activation when a clamp is applied to a container carrying high-value or high-risk cargo.
- Facilitate risk mitigation by alerting to unauthorised access or route deviations, reducing the likelihood of losses.
- Support electronic record-keeping and provide audit trails for claims validation and compliance.

# Example Incident Avoided

## Connected Risk Model in Action



- High Value Cargo Clamped
- Route deviation Detected and Air support overhead within 20 minutes
- Unauthorised stop occurs
- Clamp Undetected
- Immediate escalation
- Intervention complete
- Full Recovery Made

✔ Potential major claim converted into a near miss.

# Why Now

## Market Forces Are Aligning

- Persistent organised cargo crime
- Rising insurance pressure and price-point purchasing
- Demand for supply chain visibility
- Mature technology capability
- Better data continuity to deter migration of policies between underwriters.
- Need for underwriting precision

The market is moving from indemnity to intelligence.



# Key Takeaways



Prevent future losses



Reward better behaviour



Improve underwriting outcomes



Strengthen (Re)Insurance Partnerships

