



IUMI

International Union of Marine Insurance

Minutes

of the Meetings of the Council of the

International Union of Marine Insurance

held in San Diego
16th – 19th September 2012

0 Observations and introductory comments

In order to save time and allow participants to proceed speedily to the technical discussions, it was decided to continue with anticipating some presidential comments to Sunday's welcoming reception. The minutes do not distinguish between comments made on Sunday and on Monday.

The composition of the technical committees will not be minuted. The reader is referred to IUMI's webpage www.iumi.com where the committees are continuously updated.

All presidential addresses (Sunday Welcome, Monday Call to Order and Key Note and Closing Remarks on Wednesday) are attached in Annexes 1 to 3.

The Secretary General's speech of Wednesday afternoon is attached in Annex 4.

Annex 5: slides referring to the President's Monday morning address.

1 Call to Order by the President

Ole Wikborg called the first session of the 2012 conference, the 67th international conference of our union since 1946 and the 138th annual conference since the foundation in 1874, to order and informed the council that this year's conference was attended by **371** (492) official delegates and accredited underwriters from **38** (40) countries throughout the world.

Together with **38** (34) guest speakers, **5** (9) affiliated members, **6** (17) members of the press, **123** (176) accompanying persons and **32** (9) sponsors, **14** (10) IPPs (IUMI Professional Partners) and many exhibitors, a total number of over **589** (720) attendees was recorded.

There were **77** (120) first time attendees present, and they received a particularly warm welcome.



11 Welcome

The president welcomed in particular the following IUMI honorary members:

Richard DeSimone, USA
Deirdre Littlefield, USA

He specifically mentioned the multiple roles Deirdre Littlefield is now playing: she is a member of our nominating committee and represents IMCC as its chairman.

Ole Wikborg also welcomed **3 (4)** former vice chairmen, namely:

Mr Aage Sørensen, Denmark, now chairman of the nominating committee
Mr Etienne Haenecour, Belgium
Mr Kees Harland, Netherlands

Further special welcomes were extended to

Mr Massimo Canepa, FEMAS
Mr Derek Hodgson, IACS
Mr Andrew Bardot, International Group of P&I Clubs
Ms Michele White, Intertanko
Dr Dieter Schwampe, CMI
Ms Kiran Khosla (ICS)
Capt. Timothy Wilson, Chairman, GlobalMet

Mr Ole Wikborg also thanked the committee chairmen and members of the committees for their active participation and dedication and for keeping abreast of developments in the areas of their business affecting the work of their committees.

It was through the hard work and preparation of all concerned that the committee meetings were so successful each year.

He extended a special cordial welcome to the guest speakers, who had kindly accepted to lecture on subjects in their field of expertise at the committees' presentations and workshops/open fora. Specifically he welcomed our this year's key-note speakers, Messrs Richard Du Moulin, Intrepid Shipping LLC and Eric Smith, CEO, Swissre Americas Corporation.

The president then expressed IUMI's gratitude and thanks to the hosts, the AIMU, in particular to Bob Gallagher, chairman of the US organizing committee. His thanks also went to the US organizing committee for the arrangements that had been made to ensure that the conference would be a success and that our time in San Diego would be memorable. IUMI meets, in 2012, for the sixth time in the United States of America.



12 Composition of IUMI

The president then informed the council that IUMI counted 54 members.

13 Obituaries

Council paid respect to the following colleague and friend who passed away in 2011/2012:

Bo Wahllöf, Sweden

14 IUMI in 2011/2012

141 Activities of the Executive Committee, Secretariat and Technical Committees

The following is an excerpt of the president's opening address on Monday, 17th September 2012:

The activities of IUMI between conferences are divided in two:

- *Preparation for the next conference*
- *Daily business - that primarily involves the IUMI secretariat, especially the secretary general - the political work and lobbying activities, the ongoing cooperation with the IUMI affiliates and then the maintenance of IUMI's relationship with its members*

As usual, the preparations for the program of our 2012 San Diego conference started during the winter meeting in London in January. The Executive Committee and chairpersons of all technical committees met to agree on a common theme and to share ideas on the content of the workshop programs and the full audience sessions.

During the spring meeting that took place in St. Petersburg, Russia in early March, ideas from the January meeting were discussed with the full membership of all committees being present. Since March, the Committees have filled the slots in the program for the sessions of their responsibility.

The Executive Committee members extended their stay on both occasions to discuss the daily business of IUMI and also to address strategy issues. The EC met in Shanghai in May to decide on many initiatives suggested to bring IUMI forward. Some of these initiatives come as a result of what has been named and known as the IUMI 2015 project. The project was mentioned in Paris and further developed over the course of the year. I will revert to some aspects of the IUMI 2015 project in a moment.

The arrangements made by our hosts in London – the LMA – were, again, second to none. It is always a pleasure to be in the capable hands of our London “colleagues”.

Arranging a spring meeting in amazing St. Petersburg was a big undertaking for a small local organization. Many participants gained some “interesting” experience when obtaining visa and entering Russia, but any trouble – small or large - was soon forgotten when one discovered



the splendor and beauty of the city coupled with the excellent arrangements put together by our hosts. Whether we met the objective of the spring meeting or not will be evidenced by the quality of our program here in San Diego but it goes without further arguments that our Russian friends far surpassed our requirements and expectations, - it was simply a most effective, wonderful and enjoyable time.

As stated, the EC met in Shanghai in May. Again, we were greeted with a warm and heartfelt welcome. Spotless practical arrangements had been made by the local hosts and the social part of the stay was excellently chosen, prepared and carried through.

Having IUMI guests visiting always results in extra work for the local members, but it also offers the opportunity to get IUMI attention and to promote the local market. During the years of my participating in these events, host organizations have successfully utilized this opportunity. I would also claim that our local members get a lot back from IUMI. The hospitality we enjoy and all we learn as IUMI officers are only possible because our visits are so well planned and executed. London in January, St. Petersburg in March and Shanghai in May were all effective and memorable meetings thanks to the good work of our local IUMI colleagues. We are very grateful to you all.

142 IUMI's Future

Following what was announced in Paris, the president further discussed IUMI's future.

Here is what he said in his Monday's address:

IUMI is at good health. You will hear more about the organizational issues from our Secretary General later this morning. We have successfully embarked on the IUMI renewal project that will ultimately result in our reaching the goals presently known as the IUMI 2015 project. Getting there is not only a wish but a requirement to ensure that IUMI provides to its membership the services and professional support a modern and demanding membership has.

The president then handed the meeting over to the secretary general, Mr Fritz Stabinger, who commented on the following:

2 Minutes of the 2011 Council Meeting in Paris

The meeting minutes were distributed to all participants on 24th October 2011. There were no comments received, and the secretary general, therefore, took it that they were unanimously approved.



3 Finances

The Secretary General commented as follows:

A copy of IUMI's balance sheet and profit and loss statement, closing at 31st December 2011, is to be found in your delegates' bags.

As usual, the statements have been checked and found in order by the CFO of the Swiss Insurance Association. Moreover, a member of the executive committee, in February of last year, conducted a thorough audit of IUMI's accounting system and book-keeping. I am happy to say that the audit did not turn up any abnormalities.

There is a modest positive result of some CHF 7.000, and we were able to once again increase our contingency fund – a necessity in view of the fact that there are now three important staff on our payroll: the press officer, the alternate liaison officer to IMO and the secretary and we have to be prepared for headwinds, even strong storms – speaking financially, of course.

We depend on your settling your membership fees quickly. At this moment in time, there are still 7 outstandings and I would thank you – that goes of course primarily to the members of some of the 7 sitting right in front of me – for settling your outstandings without delay.

4 IUMI Policy Statement

The secretary general reminded participants that the IUMI Policy Statement formed part of the conference handouts, together with a bullet point list on 'dos' and 'do not's'.

He stressed that it was necessary to take these points seriously and to refrain from discussing at any time actual business cases, specific unpublished company statistics etc.

Participants, however, remained free to discuss situations, claims information and other information which was available to the public. That included the part 'lessons learnt' as long as they were private opinions.

As usual

- actual rates and conditions for actual or specific businesses may not be discussed
- statistics and results and reasons for these statistics and results may and have to be discussed
- technical issues valid for everybody may be raised

5 IUMI at IMO and IOPC

The Secretary General commented as follows:



Your liaison officers to the International Maritime Organisation (IMO) and IOPC have, also during the IUMI year 2011/2012, been very active.

From October 2010 until today, we attended and participated in 16 IMO and IOPC meetings. Put together in a string, this would mean more than a full months' work, and preparing for the meetings and participating in working groups, correspondence groups and ancillary meetings is not even included here.

Andrew Higgs will comment to you more in detail some of the pressing and important issues IUMI is lobbying and working for in London, on Wednesday. He will also comment – and this is important – that law-making in maritime affairs is definitely not limited to IMO in London: the European Union established itself as an important and sometimes competing force where decisions, in view of the better homogeneity of members, are sometimes taken at a surprising speed. That is important for our union, and we have to see to it that we do not miss the boat in Brussels!

Same as last year we reported on our activities in London to the technical committee chairmen and the group of secretaries. In addition to that we also continued distributing IUMI/IMO flashes to all interested parties. There were 17 of these.

The work is on-going and we shall continue to fight for and defend marine underwriters' interests.

6 Announcements and Information on Practical Details

The secretary general commented on this year's venue and mentioned in particular

- evaluation forms
- evaluation forms for each workshop were provided in the conference kit but also laid out at the doors of the workshops. Each form was coloured individually.
- the Head of Delegations Lunch on Wednesday
- the US Evening on Wednesday and the registration procedure

7 Organization of the Union

71 Changes in the executive and nominating committees

Again this year, the president will only comment on changes in the executive and nominating committees and leave it to the chairmen of the technical committees to report and comment on the composition of their committees during their committee workshops.



72 Report of the Nominating Committee

Mr Aage Sørensen, chairman of the nominating committee, submitted the preliminary proposals of the nominating committee:

The council, as per article 4 § 5 of the articles of association, must annually elect its president who automatically becomes chairman of the council and of the executive committee.

Mr Ole Wikborg, having now served for two years as president, presents himself for re-election.

The following vice chairman decided to step down, after having completed his four-year-term:

Mr Bernie Cissek.

Mr Sørensen then proposed, for and on behalf of the nominating committee the following new member to the executive committee:

Mr Alessandro Morelli, Italy.

He also proposed to re-elect as president

Mr Ole Wikborg, Cefor (Norway)

Mr Sørensen explained that, according to article 7 § 2 of the articles of association, other nominations could be made from the floor, provided that the candidate proposed had the written support of 7 member associations present at the conference.

Such proposals, if any, should be in the hands of the secretary general by 9 am on Wednesday, 19th September 2012

The **executive committee**, therefore, would consist of the following 7 members:

Ole Wikborg, Cefor (Norway), president
Richard Turner, UK - IUA
Dieter Berg, Germany
Mike Davies, Singapore
Alessandro Morelli, Italy
Kiyokai Sano, Japan
Robert Gallagher, USA

73 The nominating committee 2012/2013

The president announced an unchanged nominating committee as follows:

Mr Aage Sørensen, Denmark, chairman
Ms Deirdre Littlefield, USA
Mr Carlo Franchini, Italy
Mr Tim Pembroke, UK - IUA



74 Technical committees and fora

The president then commented on the 7 technical committees and 2 fora of IUMI. He highlighted the importance of these committees with their chairmen providing leadership, setting agendas, identifying important issues and trends and taking care of staffing to see to it that each and every one of the committees represented a cross-selection of the international marine insurance market.

He then thanked the chairmen for their dedicated and hard work.

He then recognized the technical committee chairmen

Cargo:	Dennis Marvin, USA
Loss Prevention:	Alessandro Morelli, Italy
Legal & Liability:	Stephen Barr, UK (Lloyd's)
IFY:	Paul Miller, UK (Lloyd's)
Ocean Hull:	Harry Yerkes, USA
Energy and Offshore:	Frank Costa, USA
Facts & Figures:	Patrizia Kern, Switzerland

Provided that the elections would not produce any new names, the following new chairman would take over after the San Diego conference:

Loss Prevention: Mr Richard J Decker, USA

Composition of the committees – IUMI year 2012/13

As mentioned in last year's meeting minutes, the composition of the committees will not be commented any longer here – interested parties are referred to the IUMI website (www.iumi.com) where the respective pages are continuously updated.

8 Final Comments, Elections and Final Session

81 President's Comments on the Conference

The president came back on the past 3 days and expressed his conviction that IUMI had reached, with the San Diego conference, again a very high standard, allowing all participants to take home some essential ingredients which would facilitate, in a major or minor way, his or her daily work.

The international market, once again, has reached a critical stage. The tiny positive trend to be noticed is far from sufficient and our way to profit has to be accelerated.



82 Elections

The president then asked the chairman of the nominating committee, Mr Aage Sørensen, to come up to the rostrum and present the nominating committee's final report. Mr Sørensen referred to the committee's proposal submitted to the council on Monday, 17th September 2012 and stated that no other nominations had been received by the secretary general from the floor.

Mr Ole Wikborg is, therefore re-elected as president of IUMI.

Mr Alessandro Morelli, Italy

is elected as new vice-chairmen of IUMI.

The president thanked Mr Sørensen for his report, congratulated the elected and asked him to step forward to introduce themselves to the audience.

83 Final Session

The president, on behalf of IUMI, expressed words of thanks to the host association, AIMU, for their hospitality and all they had done to make this conference a success. He said he knew that the organizing committee had done a tremendous amount of work to put the conference together, and he thanked the members of the IUMI 2012 organizing committee.

He also thanked the secretary general and his staff for the work done.

He then mentioned that there were always those who worked behind the scenes to make these meetings work and she thanked those individuals who had pitched in and done some of the less obvious but no less important work.

The president underlined that IUMI always owed a debt of gratitude to the chairmen of the technical committees and their members for all they had done. He had said it many times and would continue to say that the technical committees were the backbone of IUMI and their work was what made the organization work. He thanked them for all they had done during the past year and for the absolutely wonderful presentations and workshops that they had put together.

The president thanked the affiliated members not only for attending the conference but also for the ongoing dialogue and increasingly close working relationships IUMI had with them. The president said it made sense to work together and to address the common issues that confronted them and to work towards reasonable solutions to these common problems. She said that IUMI was looking forward to a continued close working relationship.

The President thanked the members of the press who covered IUMI in a fair and balanced way and for getting IUMI's message out to the public in a way that translated the way they



talked about their business into a much more comprehensible form. Their interest in IUMI and what IUMI did would be very much appreciated.

The President then mentioned that he received in January 2012, on behalf of the executive committee, a letter from the secretary general saying that San Diego 2012 would be his last conference in his capacity as secretary general. The president thanked Mr Fritz Stabinger, Switzerland, for his work and for having brought IUMI forward during his 10 years' tenure. In recognition of that, Mr Wikborg proposed to council to elect Mr Fritz Stabinger to IUMI honorary member. Council supported the proposal by acclamation.

The president then gave the floor to Mr Stabinger. His remarks are enclosed herewith under annex 4.

The President then stated that IUMI was an international association and the logo on their flag symbolized the horizon and the future. At the conclusion of each conference the flag was passed on from their current hosts to the representatives of next year's conference. He said that next September IUMI looked forward to being in London, where the conference will start on Sunday, 15th September 2013. At that time he asked the representatives of London to come forward so that the chairman of the US organizing committee could hand over the IUMI flag.

The President brought the 138th annual meeting to a conclusion.

Coming to the end of the conference, he said goodbye until they would see each other next year in London and wished all a safe trip home.

Zurich, 16th October 2012

Fritz Stabinger FCII
Secretary General



LIST OF MEMBER ASSOCIATIONS

represented at the
Meetings of the Council of the
INTERNATIONAL UNION OF MARINE INSURANCE
held in San Diego
16th – 19th September, 2012

For the names of the individual Delegates,
please refer to the Conference List

AUSTRALIA	Insurance Council of Australia Ltd.
AUSTRIA	Verband der Versicherungsunternehmen Österreichs
BELGIUM	A.B.A.M. Association Belge des Assureurs Maritimes
BERMUDA	Lingard Ltd
BRAZIL	FENASEG, Rio de Janeiro
BULGARIA	Bulstrad Insurance & Reinsurance plc
CANADA	The Canadian Board of Marine Underwriters
CHINA	China Pacific Insurance Company, Shanghai
CHINESE TAIPEI	The Non-Life Insurance Association of Chinese Taipei
CROATIA	Croatian Insurance Bureau
DENMARK	Danish Insurance Association



EGYPT	Insurance Federation of Egypt
FINLAND	Finnish Marine Underwriters' Association
FRANCE	FFSA Fédération Française des Sociétés d'Assurances
GERMANY	GDV Gesamtverband der Deutschen Versicherungswirtschaft e.V.
HONG KONG	The Hong Kong Federation of Insurers
INDIA	General Insurance Council
ITALY	ANIA Associazione Nazionale fra le Imprese Assicuratrici
JAPAN	The General Insurance Association of Japan
KOREA, REPUBLIC OF	Korea Non-Life Insurance Association
MOROCCO	F.M.S.A.R. Fédération Marocaine des Sociétés d'Assurance et de Réassurance
NETHERLANDS	Dutch Association of Insurers
NEW ZEALAND	The Insurance Council of New Zealand
NIGERIA	Nigerian Insurers Association
NORDIC COUNTRIES	The Nordic Association of Marine Insurers - Cefor
POLAND	Warta Insurance & Reinsurance Company S.A.
RUSSIAN FEDERATION	RUMI
SINGAPORE	General Insurance Association of Singapore
SLOVENIA	Slovenian Insurance Association



SOUTH AFRICA	The South African Insurance Association
SPAIN	UNESPA Unión Española de Entidades Aseguradoras y Reaseguradoras
SWEDEN	Sjöassuradörernas Förening
SWITZERLAND	Swiss Insurance Association
TURKEY	AIRCT
UNITED KINGDOM	International Underwriting Association of London (IUA)
UNITED KINGDOM	Lloyd's Market Association (LMA)
UNITED STATES OF AMERICA	American Institute of Marine Underwriters

FULL LIST OF MEMBER ASSOCIATIONS

a complete and up-to-date list of all member associations can be found on IUMI's website – www.iumi.com.