



IUMI

International Union of Marine Insurance

Minutes

of the Meetings of the Council of the

International Union of Marine Insurance

held in Zurich
12th – 15th September 2010

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, President's Workshop on Wednesday afternoon, Closing Remarks and Acceptance Speech of the new president) are attached in Annexes 1 to 5.

1 Call to Order by the President

Deirdre Littlefield called the first session of the 2010 conference, the 65th international conference of our union since 1946 and the 136th annual conference since the foundation in 1874, to order and informed the council that this year's conference was attended by **484** (452) official delegates and accredited underwriters from **41** (37) countries throughout the world.

Together with **33** (32) guest speakers, **5** (8) affiliated members, **8** (16) observers and special guests, **11** (11) members of the press, **160** (165) accompanying persons and **19** sponsors a total number of over **720** (710) attendees was recorded.

For the first time, we were joined by **7** IUMI Professional Partners (IPP), and the president extended a special welcome to them.



There were **101** (170) first time attendees present, and they received a particularly warm welcome.

11 Welcome

The president welcomed in particular the following IUMI honorary members:

George Mehl, Germany
Richard DeSimone, USA
Patrick de la Morinerie, France

Ms Littlefield also welcomed **6** (6) former vice chairmen, namely:

Mr Art Payne, Canada, now chairman of the nominating committee
Mr Aage Sørensen, Denmark, now a member of the nominating committee
Mr Simon Beale, Lloyd's
Mr Kees Harland, Netherlands
Mr Hugo Panzeri, Switzerland

Further special welcomes were extended to

Messrs Peng Jin, Hao Li and Changzao Ye, guest observers from China
Messrs David and Alejandro Goldbaum, guest observers from Ecuador
Mr Massimo Canepa, FEMAS
Mr Derek Hodgson, IACS
Mr Andrew Bardot, International Group
Michele White, Intertanko
Mr Mike Telford, IMCC
Dr Dieter Schwampe, CMI
Ms Theresia Hacksteiner, IVR

Ms Deirdre Littlefield 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.

She 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 she welcomed our this year's key-note speakers, Prof. Dr Hato Schmeiser, University of St. Gallen and Mr Nicholas Pitts-Tucker, Director, Seaspans Corporation.

The president then expressed IUMI's gratitude and thanks to the hosts, the Swiss Insurance Association, in particular to Mr Erich Walser, president and Mr Lucius Dürri, Director. Her



thanks also went to the Swiss organizing committee headed by Mr , Bruno Schiess of the and to all those on the IUMI 2010 organizing committee for the wonderful arrangements that had been made to ensure that the conference would be a success and that our time in Zurich would be memorable.

IUMI meets, in 2010, for the 11th time in Switzerland.

12 Composition of IUMI

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

13 Obituaries

Council paid respect to the following colleagues and friends who passed away in 2009/2010:

Eddie Man, UK
Bertrand Guillocher, France

14 IUMI in 2009/2010

141 Activities of the Executive Committee, Secretariat and Technical Committees

The following is an excerpt of the president's opening address on Monday, 15th September 2010:

On January 25th and 26th we held our winter EC/ TC meeting in London at the kind invitation of Lloyd's of London. Many thanks to our own Neil Smith, Neil Roberts and to all of the other members of the LMA for once again inviting IUMI to London and for hosting our important winter meeting. Our meeting began with an EC working session on Sunday, January 24th, and continued on the 25th. One significant area of discussion centered on the growing importance of IUMI's relationship with its affiliated members and the EC agreed to maintain and regularly update items of common interest in order to work collaboratively with our affiliates.

On January 26th we had a full day meeting with the TC chairs to develop the Zurich program and to select the common theme for the conference. In addition, we reviewed the feedback you submitted on the Bruges Conference and I am pleased to report that our 2009 conference received the highest scores recorded since we launched the new feedback system 4 years ago. The overall professionals and quality benchmark for our conferences is now quite high based on your feedback.

Following the IUMI winter meeting I once again had the opportunity to speak about IUMI at the IUA January market briefing in London. My thanks to the IUA for providing IUMI with the opportunity to participate in this important market event.

The Hong Kong Federation of Insurers hosted our IUMI Spring Meeting in the bustling and exciting city of Hong Kong on March 14th and 15th. In addition to providing us with the forum to finalize the IUMI program for Zurich, the Hong Kong Federation kindly arranged a very informative market overview given by a guest speaker from the Government of Hong Kong.



As has become our custom at the Spring Meeting a mini IUMI was again conducted by members of the TC. Many thanks to our good friends at the Hong Kong Federation including Peter Tam and Selina Lau for their amazing hospitality and a hugely successful Spring Meeting. The members of the Federation were also kind enough to invite me to speak about IUMI at a luncheon that they held at the Cricket Club on March 16th which was very well attended by insurance and banking professionals from the region.

At the invitation of the Croatian Insurance Bureau the Executive Committee was invited to Split to hold its annual meeting on the 19th and 21st of May. Our good friends Robert Stude and Zoran Zaninovic, long time attendees at IUMI conferences, proved beyond a shadow of a doubt that you do not have to be a large association to host a very successful IUMI meeting. Robert and Zoran, we would like to congratulate and thank you for your outstanding hospitality.

Ladies and gentlemen, IUMI is dependent on the generosity of its member associations to host our meetings throughout the year and during 2010 our meetings have been organized at an extremely professional business level and have also enabled all those attending to fully appreciate the very distinct cultures and sights of three amazing cities: London, Hong Kong and Split -- so please join me in thanking these associations for the generous and enthusiastic way they welcomed IUMI.

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

2 Minutes of the 2009 Council Meeting in Bruges

The meeting minutes were distributed to all participants on 12th October 2009. 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 2009, is to be found in your delegates' bag. As usual, the statements have been checked and found in order by the 'minister of finance' of the Swiss Insurance Association. The fact that there is a modest positive result of some CHF 7.000 should be taken with a grain of salt: our capital basis remains extremely thin, and the



executive committee has decided to start, ever so slowly, building up a contingency fund up to one year's turnover.

The start of it you see reflected in your handouts.

May I once again remind you how important it is that you settle your membership fees quickly. We cannot operate, on your behalf, without them, and I would like to ask delegates and their heads of delegation to make sure that your contributions arrive on time.

Same as last year, I still have 6 unpaid fees missing from our books. That is not particularly fair, even more so when 2 of them are sitting right here in this room.

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 Organization (IMO) and IOPC** have, once again, been very active.*

From October 2009 until today, we attended and participated in 13 IMO and IOPC meetings – without the ash cloud which cancelled out IOPC's April meeting, there would have been 14 meetings, i.e. one more than I reported on in Bruges last year.

That once again corresponds to some 70 meeting days in London.

Andrew Higgs will comment to you more in detail some of the pressing issues IUMI is lobbying for in London on Wednesday.



Same as last year, we reported on our activities in London to the technical committee chairmen. In addition to that we also continued distributing IUMI/IMO flashes for all interested parties.

During the coming IUMI year we shall continue to keep defending marine property insurers' viewpoints and interests and will, of course, keep you apprised of our activities.

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.
- webcast
- the Head of Delegations Lunch on Wednesday
- the Swiss Evening on Wednesday

7 Information on Membership

Here is are excerpts of the secretary generals remarks:

*I also have news on our **membership**. Today only good news! I am happy to report that our special envoy's and ambassador to the Middle East, Max Zaccar's, efforts have been fruitful: we now are able to welcome the **Kingdom of Jordan** in our midst. Efforts continue and I am positive that next year we shall be able to report to you another build-up, albeit small, of our membership base.*

In fact serious conversations are ongoing right now, during our conference.

*There is more good news: we can welcome the youngest marine insurance association, and it is the one from Russia, founded just in May. The 8 largest companies writing marine business are founding members, and its first president, Mr Sergey Trubitsyn is sitting right in front of me. The **RUMI** will replace Ingosstrakh, and I am sure that IUMI will continue receiving the support it used to – in fact we shall have our TC spring meeting 2012 in St. Petersburg.*

I think it should, for some of you sitting here, be a bit thought-provoking, that the largest Eastern European marine insurance market decided to create what many of you think needs demolishing: a strong market representation of our line of business.

*I also welcome our two **observer delegations**, the one from China, headed by Mr Li and the one from Ecuador headed by Mr Goldbaum. You see how subtle I am to welcome our friends under the heading 'membership'...I do hope that we shall see them permanently represented in council.*



8 Organization of the Union

81 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.

82 Report of the Nominating Committee

Mr Art Payne, 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.

Ms Deirdre Littlefield, having now served for four years as president, steps down after the Zurich conference.

The following vice chairman, elected in Copenhagen 2007 decided to step down:

Mr Carlo Franchini, Italy

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

Mr Cedric Charpentier, France
Mr Robert Gallagher, USA

He also proposed to elect as president

Mr Ole Wikborg, Cefor (Norway)

Mr Payne 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, 15th September 2010

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

Ole Wikborg, Cefor (Norway), president
Dominick Hoare, UK – Lloyd's
Cedric Charpentier, France



Etienne Haenecour, Belgium
Bernie Cissek, Canada
Kiyokai Sano, Japan
Robert Gallagher, USA

83 The nominating committee 2010/2011

In view of the change of the presidency, Ms Littlefield decided not to comment on the composition of the nominating committee and leave that task to the new president who would make his announcement on Wednesday.

84 Technical committees

The president then commented on the 7 technical committees of IUMI. She 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:	Michael Davies, Singapore
Loss Prevention:	Alessandro Morelli, Italy
Legal & Liability:	Stephen Barr, UK (Lloyd's)
IFY:	Paul Miller, UK (Lloyd's)
Ocean Hull:	Peter McIntosh, UK (Lloyd's)
Energy and Offshore:	Frank Costa, USA
Facts & Figures:	Cedric Charpentier, France

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

Facts and Figures: Ms Patrizia Kern, Switzerland

Composition of the committees – IUMI year 2010/2011

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.



9 Final Comments, Elections and Final Session

91 President's Comments on the Conference

The president came back on the past 3 days and expressed her conviction that IUMI had reached, with the Zurich conference, 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.

92 Elections

The president then asked the chairman of the nominating committee, Mr Art Payne, to come up to the rostrum and present the nominating committee's final report.

Mr Payne referred to the committee's proposals submitted to the council on Monday, 13th September 2010 and stated that no other nominations had been received by the secretary general from the floor.

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

Mr Cedric Charpentier, France and
Mr Robert Gallagher, USA

are elected as new vice-chairmen of IUMI.

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

Mr Ole Wikborg took the floor and accepted his election.
His speech is attached to the meeting minutes as Annex 5.

Ms Littlefield congratulated Mr Wikborg on his election and conducted the

93 Final Session

The president, on behalf of IUMI, expressed words of thanks to the host association, Swiss Insurance Association, for their hospitality and all they had done to make this conference a success.

She said she knew that the organizing committee had done a tremendous amount of work to put the conference together, and she thanked each and every member of the IUMI 2010 organizing committee.



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

She 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 always owed a debt of gratitude to the chairmen of the technical committees and their members for all they had done. She 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. She 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 closer 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 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. She said next September IUMI looked forward to being in Paris, where the conference will start on Sunday, 18th September 2011. At that time she asked the representatives of Paris to come forward so that the chairman of the Zurich organizing committee could hand over the IUMI flag.

The President brought the 136th annual meeting to a conclusion.

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

Zurich, 2nd November 2010

Fritz Stabinger
Secretary General



LIST OF MEMBER ASSOCIATIONS

represented at the
Meetings of the Council of the
INTERNATIONAL UNION OF MARINE INSURANCE
held in Zurich
12th – 15th September 2010

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	Validus Re
BULGARIA	Bulstrad Insurance & Reinsurance plc
CANADA	The Canadian Board of Marine Underwriters
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.
GREECE	Association of Insurance Companies – Greece
HONG KONG	The Hong Kong Federation of Insurers
INDIA	General Insurance Council
ISRAEL	Israel Insurance Association
ITALY	ANIA Associazione Nazionale fra le Imprese Assicuratrici
JAPAN	The General Insurance Association of Japan
KOREA, DEMOCRATIC PEOPLE'S REPUBLIC OF	Korea National Insurance Corporation
KOREA, REPUBLIC OF	Korea Non-Life Insurance Association
LEBANON	Lebanese Insurance Companies 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.
PORTUGAL	Mutua dos Pescadores, Lisbon
ROMANIA	National Association of Insurance and Reinsurance Companies from Romania
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
UKRAINE	MIBU
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.