

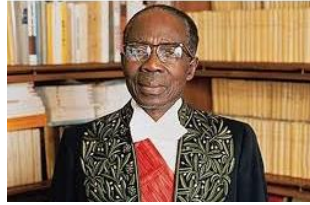


IUMI 2018

LOSS PREVENTION COMMITTEE

Pascal Dubois, Chairman
Head Cargo France – Director – Swiss Re Corporate Solutions
19 September 2018

INTRODUCTION



“When the traveller appears, carrying other knowledge, other experiences, holding other conceptions, other views, other options about the visible and invisible world, and then the dialogue begins perhaps, a mutual discovery opens where the richest is not necessarily the stranger, but where two sides of curiosity meet not for a challenge, but for a complement.”

“Que survienne le voyageur porteur d'autres connaissances, expériences, ayant sur le monde visible et invisible d'autres conceptions, d'autres avis, d'autres options, et voici que s'engage peut-être le dialogue, que s'amorce une découverte mutuelle où le plus riche n'est pas nécessairement l'étranger, mais où deux faces de la curiosité se rencontrent non pour un défi, mais pour un complément”.

President Leopold Sedar Senghor – 1st President of Senegal – Poet – Writer (1906-2001)

PERSONAL PRESENTATION

Who is the new LPC Chairman



- 51 years old, married with 3 children
- Business School + Master degree Law & Economics of transport – Paris I – Panthéon Sorbonne
- French citizen living in Paris

- 28 years in the marine insurance industry
- Head Marine at several insurance companies (Swiss and French groups) since 2000
- Managing overall marine P&L including underwriting, claims, administration, accounting, commercial and marketing
- Chairman of the French market Cargo Committee
- Administrator of the Cesam (group of main insurance companies underwriting marine risks in France)

- Currently, Head of Cargo France for Swiss Re Corporate Solutions
- 1st attendance to the IUMI Conference : Paris 1997
- Committee Member of the IUMI F&F (2013 - 2014) and LPC (2015 – 2018)

LOSS PREVENTION - VECTOR OF PROFITABILITY & MANAGEMENT



↳ Loss Prevention as vector of :

▪ Knowledge

- How to (better) prevent loss ?
- Better knowledge and not only technical and commercial (environmental / geopolitical / sociological)

▪ Service

- Clients / Insureds
- Brokers / Agencies

↳ Profitability

- ❖ Not a possibility, a **prerequisite** (just to continue to do business)
- ❖ In a non profitable environment (F&F presentation) Loss Prevention becomes even more crucial
- ❖ Vs cost reduction (internal / external) and general management decisions not under control of Marine Units

▪ Management

- A complementary advantage
- Teamwork, consistency : Underwriters + Claims Settlers + Risk Engineers

↳ **Loss Prevention = Management of the Expertise**

COMMITTEE MEMBERS

Loss Prevention Committee

Pascal	Dubois (C)	Swiss Re Corporate Solutions	France
Mariella (*)	Dauphinee (VC)	Intact Insurance Company	Canada
Uwe	Schieder (VC)	GDV	Germany
Mohamed Hasan	Farghaly	Suez Canal Insurance Company	Egypt
Makoto	Iida	Mitsui Sumitomo Insurance Co	Japan
Jacques	Petit	AIG Europe	Belgium
Chen	Jianfeng	China Pacific Property Ins. Co	China
Riccardo (*)	Morgante	Generali	Italy
Raymond	Ng	Starr International Insurance	Hong Kong

COMMITTEE MEMBERS

Loss Prevention Committee

Barry (*)	Tarnef	Chubb Marine Underwriters	USA
Nicola	Linguerri	Swiss Re Corporate Solutions	Switzerland
Rod	Johnson	RSA	United Kingdom / IUA
Kristin	Urdahl	Gard	Norway / Cefor
Victor	Van de Lest	Corins	Netherlands
Thomas	Rydback	If P&C Insurance	Sweden
John	Miklus (S)	AIMU	USA
Patrick	Tillery	Battermann & Tillery	Germany / IPP - Guest
Tim	De Bruyne-Ludwig	VHT	Germany / IPP - Guest

(*) Committee Members to step down after Cape Town

WORKSHOP PROGRAMME

Unifying theme : Africa

Speaker	Presentation
Pascal Dubois	Introduction
Sylvain Mulliez	Ports development in Africa seen by an operator / European investor
Christian Fassinou	Views of a local African Surveyor on Africa Ports Investments – The case of the Côte d'Ivoire Commissaire d'Avaries
Caroline Paul	The risks and tricks to load cocoa beans in containers
Andrew Walker	The realities of marine risks in Southern Africa
Torkel Soma	"Mind the gap" to reshape safety culture

CONCLUSION

Q & A

There will be opportunities to take your questions before :

- coffee break
- conclusion of the workshop

Enjoy the workshop !

THANK YOU

Pascal Dubois
Head Cargo France

Swiss Re Corporate Solutions

19 September 2018

