



IUMI 2018

1. Report of the Secretary General

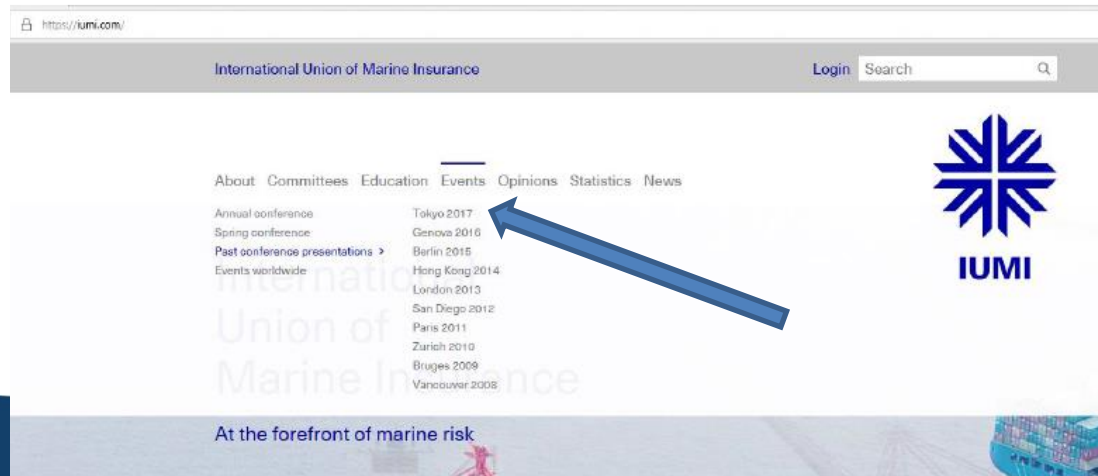
IUMI Council Meeting Monday, 17 Sep 2018

Lars Lange,
IUMI Secretary General, Hamburg

IUMI Council Meeting Tokyo, 18 and 20 Sep 2017 - Meeting Minutes

- Sent to Council Members on 19 Oct 2017
- Distributed with Council Meeting documents on 15 Aug 2018
- Published on the IUMI homepage:

➡ Events / Events archive / Tokyo 2017



The screenshot shows the IUMI website homepage. The header includes the text "International Union of Marine Insurance" and a search bar. The main navigation menu includes "About", "Committees", "Education", "Events", "Opinions", "Statistics", and "News". The "Events" menu item is highlighted with a blue arrow pointing to a list of past conferences: "Annual conference", "Spring conference", "Past conference presentations >", "Events worldwide", "Tokyo 2017", "Genova 2016", "Berlin 2015", "Hong Kong 2014", "London 2013", "San Diego 2012", "Paris 2011", "Zurich 2010", "Bruges 2009", and "Vancouver 2008". The IUMI logo is visible on the right side of the page. The footer contains the text "At the forefront of marine risk" and a small image of a ship.



IMO from October 2017 to September 2018

- IUMI's IMO representative Nick Gooding retired from his position in January 2018; the Secretariat has stepped in for 2018
- The IUMI EC and Policy Forum will sharpen IUMI's IMO strategy
- Report on IUMI statistics to IMO MSC 99 in May 2018



Secretariat's Activities in 2017 / 2018

- **Lobbying** – IMO, EU, other stakeholders
- **Projects**, e.g.
 - Education – webinars, new tutorials
 - Homepage – videos, brochures, news, twitter, IUMI Eye, blog
 - Conference – centralized homepage, IUMI conference app
- **Membership**, e.g.
 - Asia – IUMI Asia Hub, IUMI Asia Forum
 - Membership survey, IPPs, new membership category

... GDPR



IUMI Policy Statement

The Executive Committee of the International Union of Marine Insurance e.V. wishes to underscore the importance of **compliance** with the laws of the United States, the European Union and those of other countries, where similar laws are applicable, in all respects throughout the 2018 Conference in Cape Town.

The laws of such countries and supranational bodies **prohibit underwriters from entering into any agreement or understanding**, express or implied, **on matters affecting rates or conditions of insurance**.

It is the policy of the International Union of Marine Insurance and its members and delegates to honour and abide by these prohibitions in all respects.

Hamburg, Sep 2018

and: IUMI Compliance Guideline



Book your table for the South African Evening on Wednesday

- Each table is for 10 persons
- agree with 4-10 persons on a joint table
- gather all coupons and go to the designated desk in the registration area
- choose your table and make a table assignment for your group
- It's no must to make a reservation to join the dinner – you will be guided to unreserved tables
- reservation starts Mon lunch-break and ends Wed after morning-coffee-break



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2. Council Approvals / Determinations

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2.1: Change to the IUMI Articles of Association: “Associate Membership”

- New membership category:
 - for 3 years maximum;
 - limited membership rights;
 - reduced membership fee;
 - not for existing members
- New Article 5a of the IUMI Articles of Association shall rule this; Article 4.6 (membership fee) shall be amended
- Purpose: enable smaller associations to join IUMI
- **Action for Council (Art. 20 AoA): Approve**

2.1: Change to the IUMI Articles of Association: “Associate Membership”

Article 4 Finances and Auditing

4.6 The annual fee for the Associate Members and for the IPPs shall be determined by the Executive Committee.

Article 5a Associate Members

5a.1 National and market marine insurance associations may alternatively apply to become an Associate Member. Associate Membership is limited to a period of up to three years, then the Associate Member has to decide whether to apply for an Ordinary Membership (Article 5) or to leave.

5a.2 Associate Members have full member rights and duties as stated for Ordinary Members with the following exemptions:

- No representative in the IUMI Council and no voting right in IUMI Council Meetings.
- No eligibility to join IUMI Technical Committees, Executive Committee, Nominating Committee or Fora.

5a.3 Applications for Associate Membership are directed to the IUMI Secretary General and Associate Membership is approved by decision of the IUMI Executive Committee (deviant from article 11.5, fifth bullet point). Associate Membership is only open for national and market marine insurance associations which have not been Ordinary Member of IUMI for at least three years.

2.2: Finances: Approval of the annual accounts 2017

– Income:	€	632.723,27
– Expenses:	€	<u>-633.522,75</u>
– Loss 2017:	€	<u>-799,48</u>
– Withdrawal contingency fund:	€	33.420,86
– Allocation education fund:	€	<u>-57.179,17</u>
– Net result	€	<u>-24.557,79</u>

- Stable finances – Assets amounting to € 812.459,47
- **Action for Council (Art. 11.5, 4.3 AoA): Approve**

2.3: Report of the external auditor for the financial year 2017

- External audit by appointed tax consultants BSK in July / August 2018 for the financial year 2017
- Certificate + results questionnaire sent to Council Members on 15 Aug 2018
- Certificate as hand-out in conference bags
- Result: IUMI business and organization fully comply with proper principals
- **Action for Council (Art. 4.7 AoA): Take note**

2.4: Membership Fee 2019

- Proposal sent to Council members on 15 Aug 2018
- 4 different tiers related to the marine insurance premium income of the respective market – no changes
- same membership fee level as 2018 – no changes

- **Action for Council (Art. 11.5, 4.4 AoA): Determine**



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IUMI Conference App

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IUMI Conference App

- Available in the [Apple Store](#) or in the [Google Play Store](#)
- Bundles many features:
 - Speaker CVs, programme, sponsors and conference information
 - Interaction with other attendees
 - Q&A in the sessions
 - Evaluation of presentations
 - Polling questions from the speakers
- [Please download](#) if not done yet

Question 1: First IUMI conference in Africa

➔ **What are your expectations for IUMI Cape Town?**

1. Nice destination, isn't it?
2. I want to learn more about the African economy
3. I want to learn more about the African insurance markets
4. My company expects to increase business with Africa significantly
5. Africa will play a much stronger role in our business – IUMI should be part of it

Question 2: “Managing Emerging Risks and Exposures – Think the Unthinkable”

➔ **What will impact our business most in the next ten years?**

1. Cyber risks

Cyber attacks, data theft, business interruption, new insurance solutions

2. Changing trade patterns

B&R, taxes, trade wars, Brexit, risk of global economic crisis

3. Digitalization of our business

Blockchain, IoT, sensor technology, big data

4. Environmental challenges

GHG reductions, NatCat events, sustainability

5. Automation / new & autonomous technologies

THANK YOU



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