

IFY Workshop



Machinery Damage – Loss Prevention



14th September 2004

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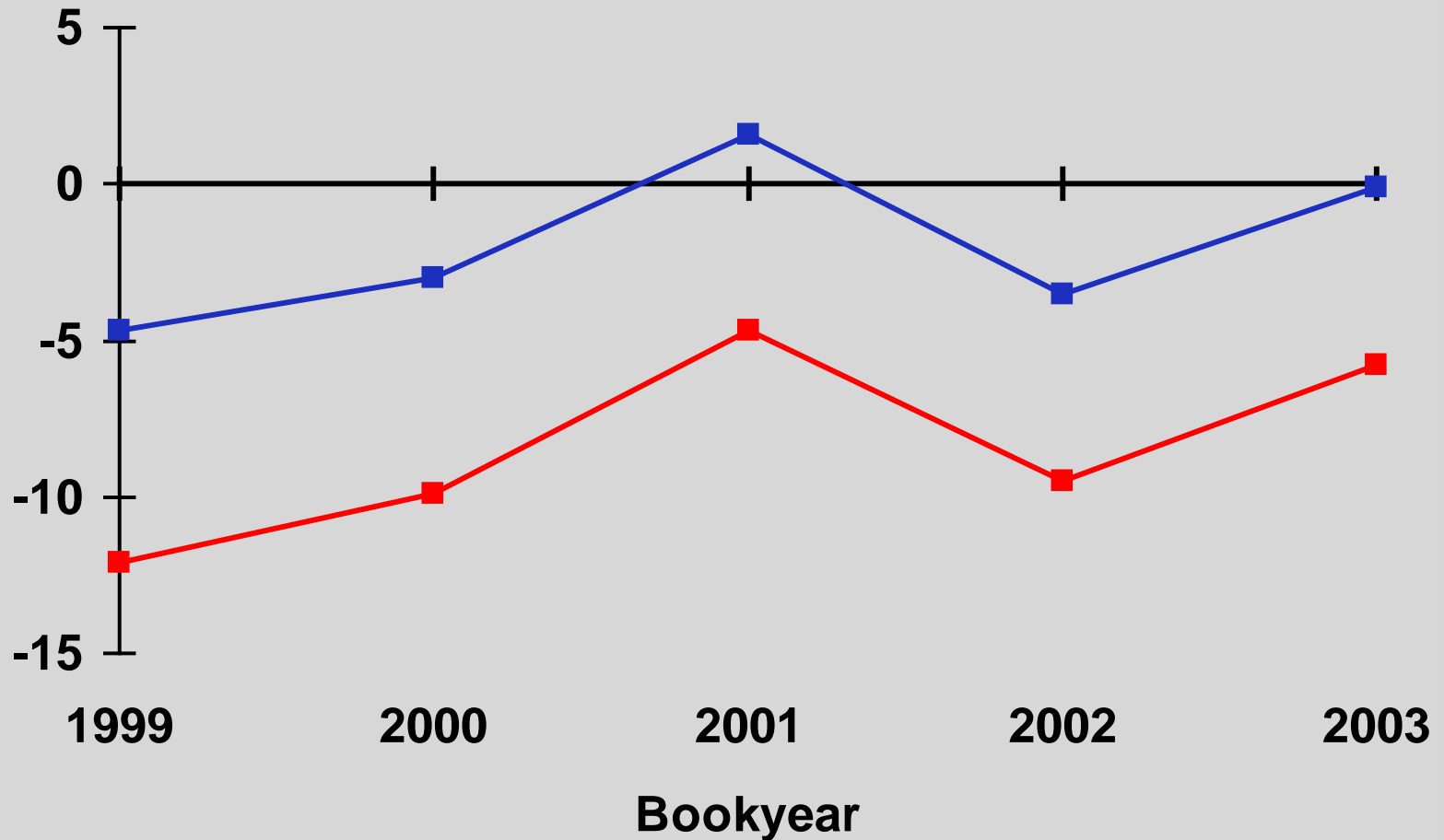
Agenda

- Underwriting statistics
- Engine Registration System
- Loss Prevention Survey
- Conclusions





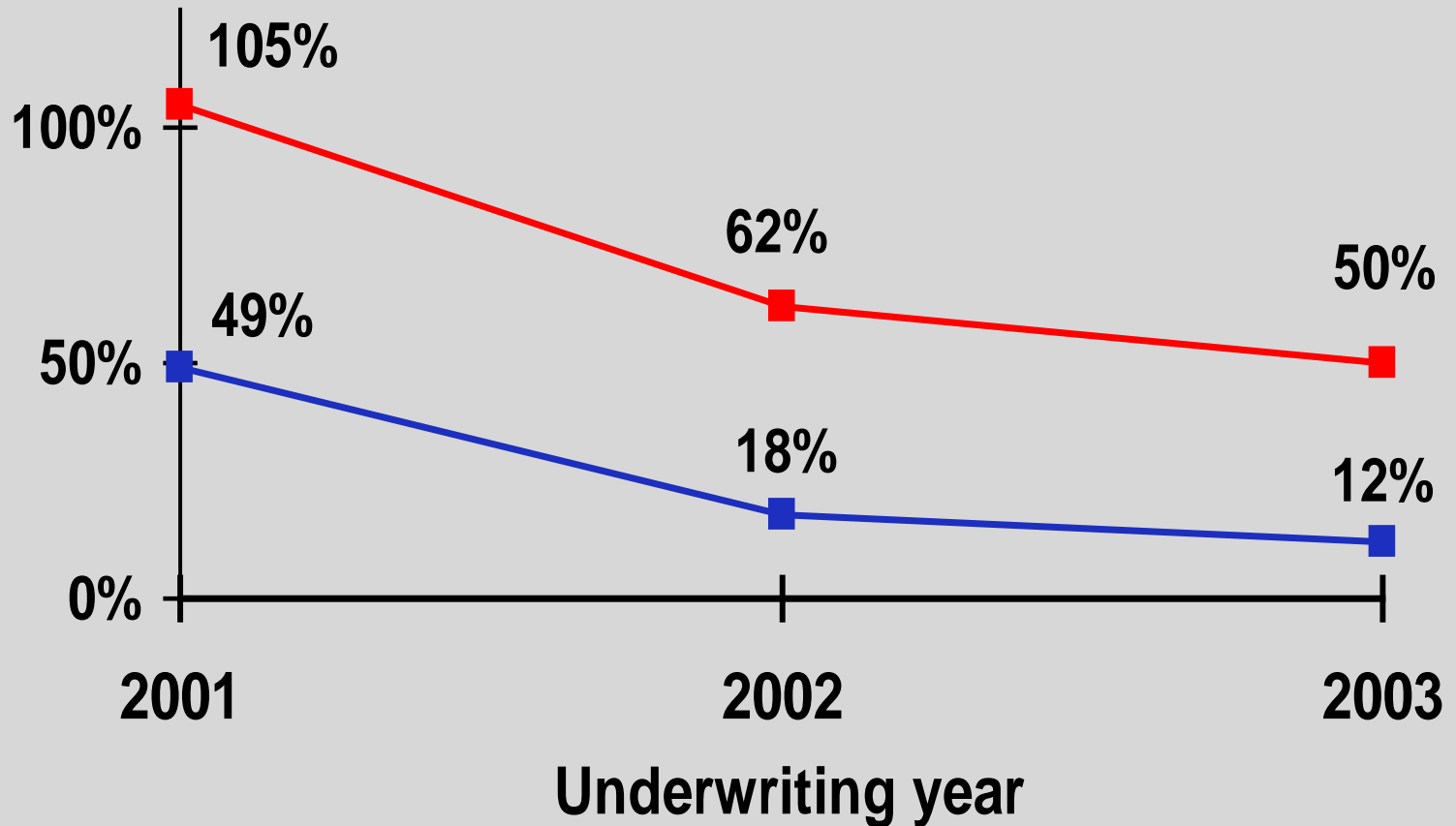
Inland-Hull: result below requirement



■ excluding interest ■ including interest

Inland-Hull: Bourse results improving

Net loss ratio @ 12 months

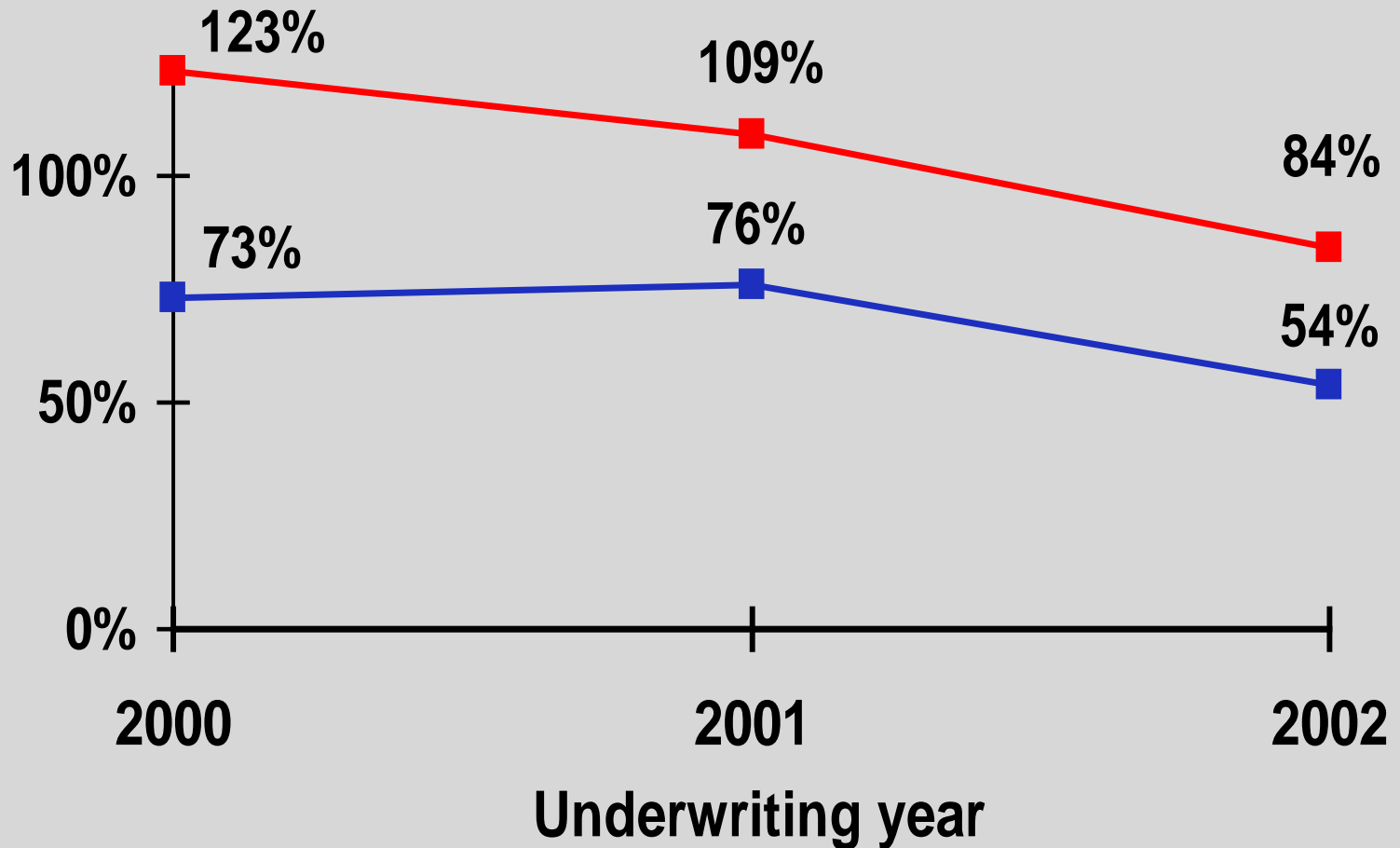


■ Paid

■ Incurred

Inland-Hull: Bourse results improving

Net loss ratio @ 24 months



■ Paid

■ Incurred

Rotterdam harbour: 6th January 2004



Engine Registration System





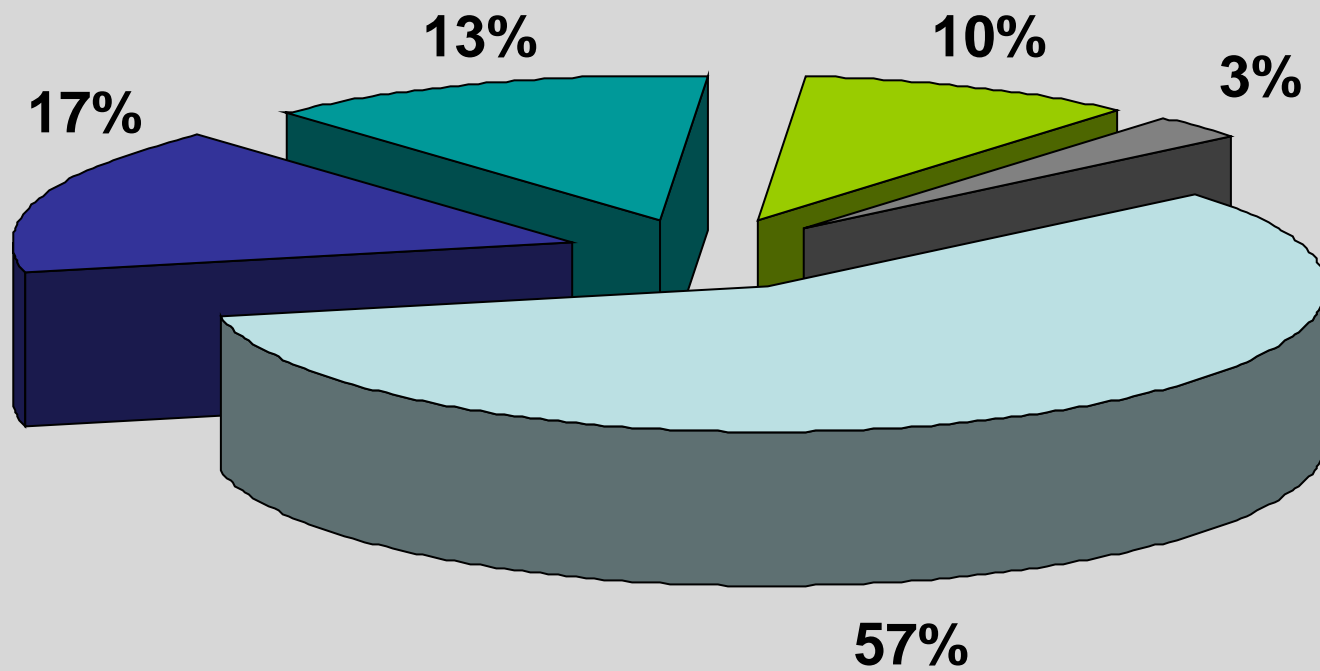
Engine Registration System

- Obtaining an overview and analysis of engine claims
- Improving the recourse position of participants and policyholders
- Recommend loss preventive measures





Dutch Inland-Hull fleet 5,544 motor vessels

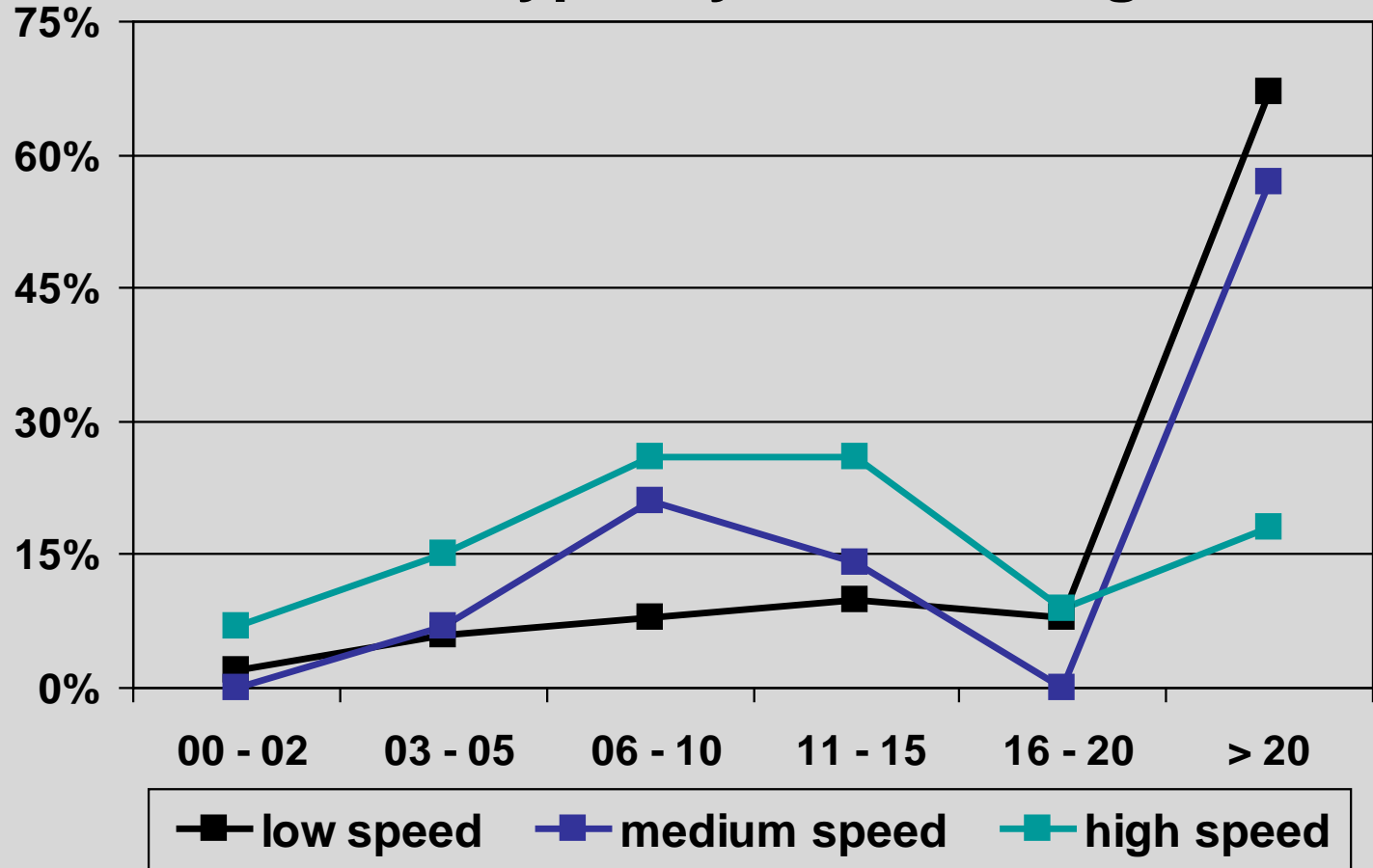


■ Dry Cargo ■ Tugs ■ Tankers ■ Passenger ■ Push Boats



Engine Registration System

Relation: type & year of damage





Engine Registration System

- Defective parts a.o. caused by:
 - Lack of maintenance
 - Lubricating oil analysis





Engine Registration System

- Cooling water damages a.o. caused by:
 - Failure of HT & LL Alarm devices
 - Lack of maintenance
 - Wrong treatment of cooling water



Loss Prevention Survey – example 1



Loss Prevention Survey – example 2



Loss Prevention Survey – example 3





Loss Prevention Survey – Why?

- Reduce number of claims
- Distinguish “saints” from “sinners”
- Differentiation in rates & conditions
- Maintain decent portfolio structure





Loss Prevention Survey

Surveyor regulations:

- Appointment procedures
- Responsibilities & tasks
- Rules of conduct
- Suspension procedure





Loss Prevention Survey

- Instruction by leading underwriter
- Insurers pay the expenses
- No replacement of governmental surveys
- Certificate valid for 2,5 years
- Survey by accredited surveyors





Conclusions

- ERS: Engine claims data





Conclusions

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- LPS: Identify abuses on board





Conclusions

- ERS: Engine claims data
- LPS: Identify abuses on board
- Differentiation in rates & deductibles





Conclusions

- ERS: Engine claims data
- LPS: Identify abuses on board
- Differentiation in rates & deductibles
- “Navigating to sustained profitability”

