



Global Marine Insurance Report 2008

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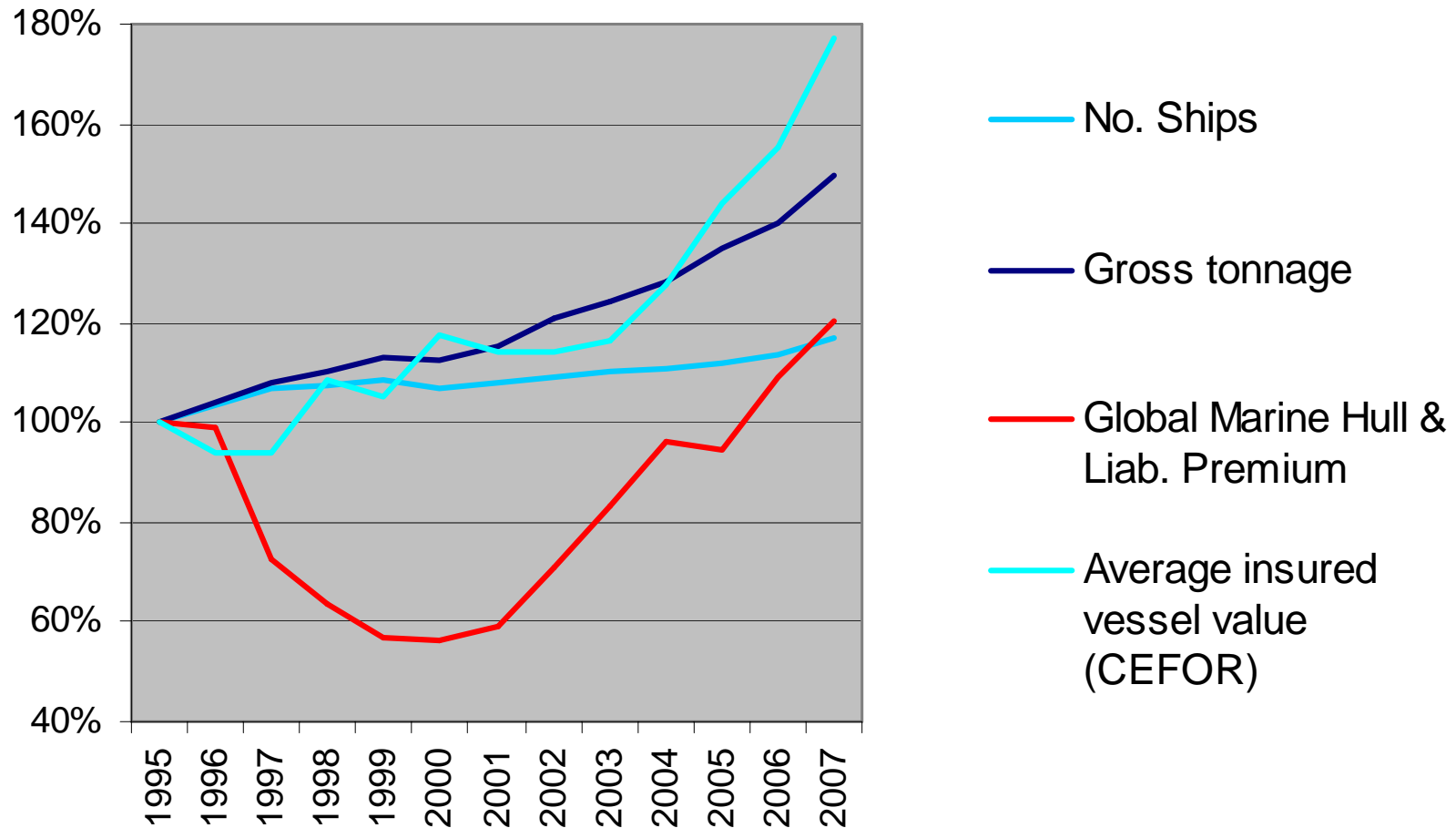


Report on marine insurance premiums 2006 and 2007

- By end of August 2008, 49 of 54 members (ex 45 of 53, new IUMI member Brasil) reported their country's marine premium figures for accounting years 2006 and 2007.
 - The reporting countries represent approximately 97% of the total marine premium written by all IUMI members.
 - Total premium for 2007 is therefore estimated to reach approx. USD 22.8 billion*, and increase of 9.8% from 2006 (excl. premium from mutual P&I Clubs).
 - Taking into account the exchange rate impact, the increase is estimated to be only 5%.
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World Merchant Fleet and Global Marine Hull & Liability Premium

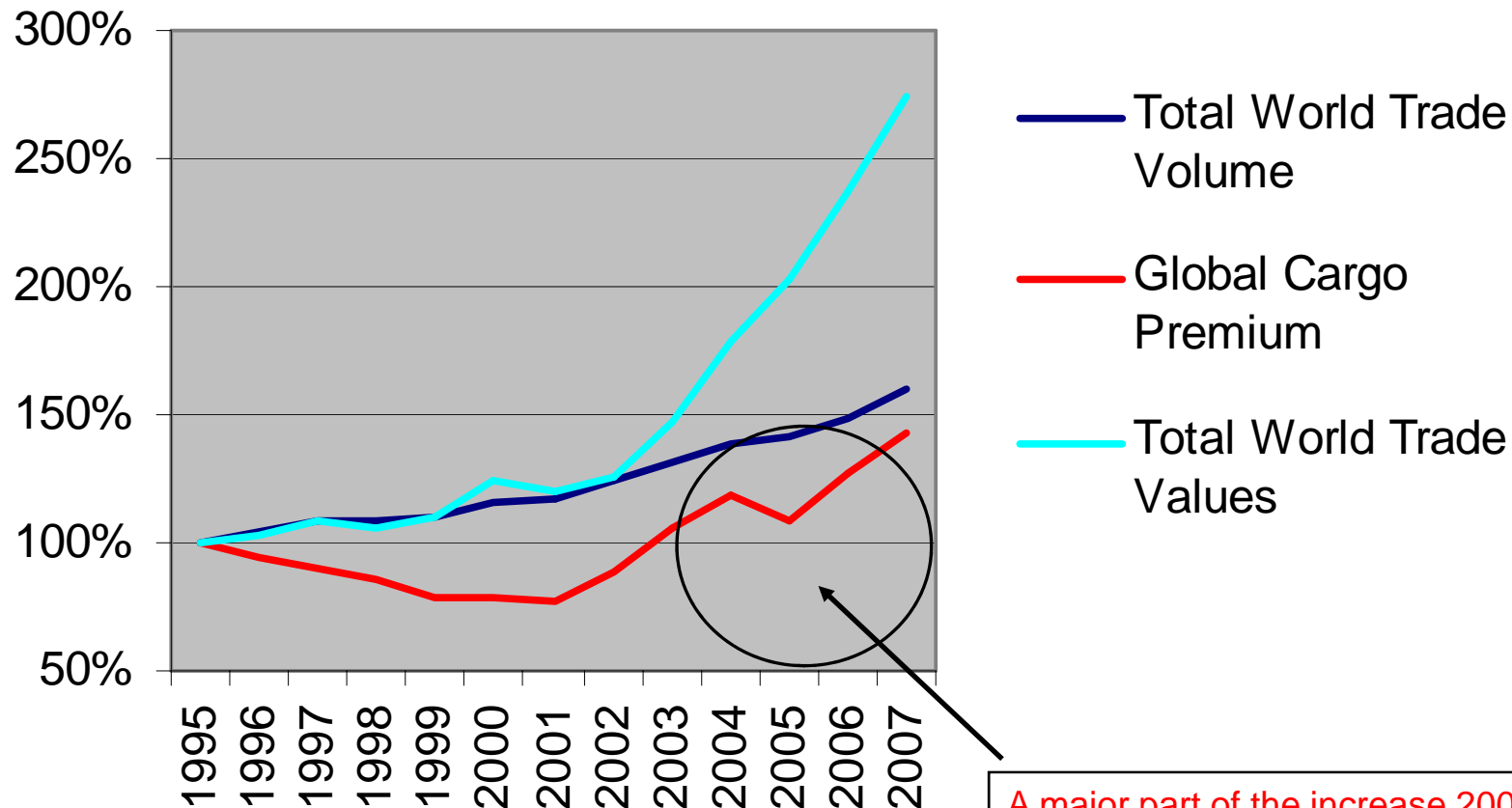
Index of evolution, vessels > 100 GT, 1995 = 100%





World Seaborne Trade Volume and Trade Values, Global Cargo Premium

Index of evolution, 1995 = 100%

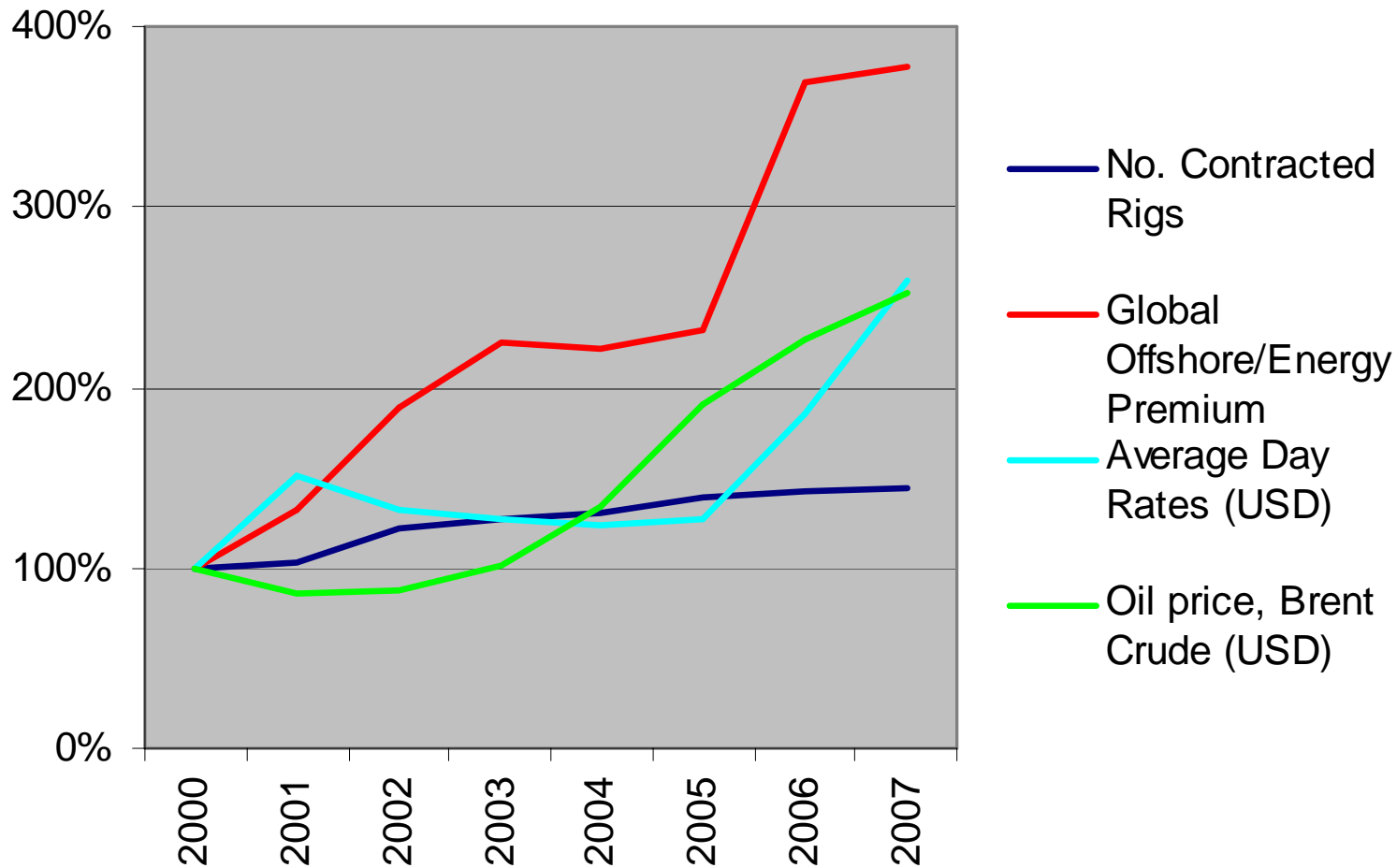


A major part of the increase 2001-04 & 06-07 and decrease 2004-2005 is due to variation in exchange rate against USD! (Cargo mostly written in local currency)



Energy Mobiles, Day rates, Oil Price Global Offshore/Energy Premium

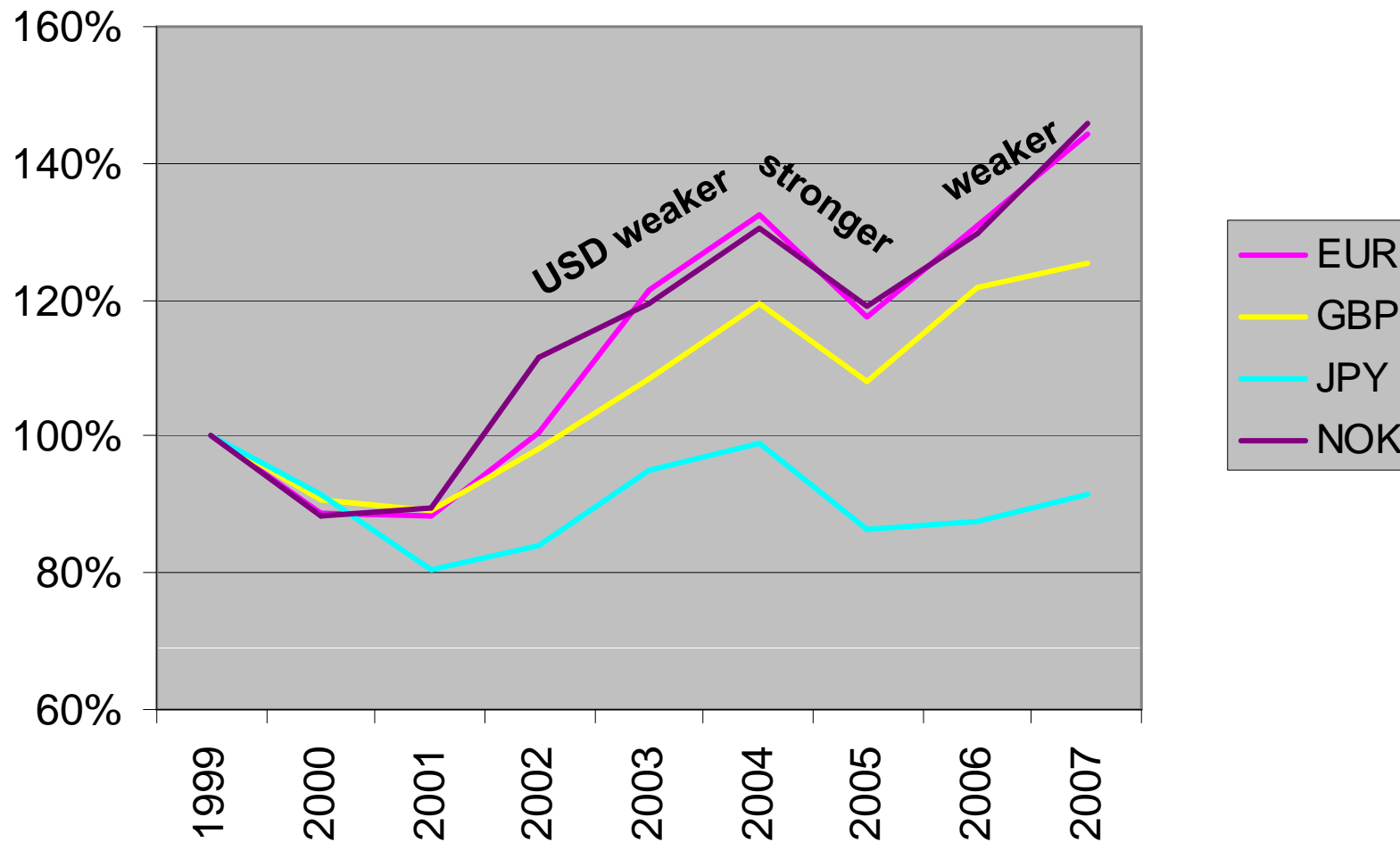
Index of evolution, 2000 = 100%



Sources: No. Contracted rigs, day rates: RigZone, Oil price: Energy Information Administration (US)

Index of evolution of Exchange rates between US\$ and selected currencies

(as of December each year)



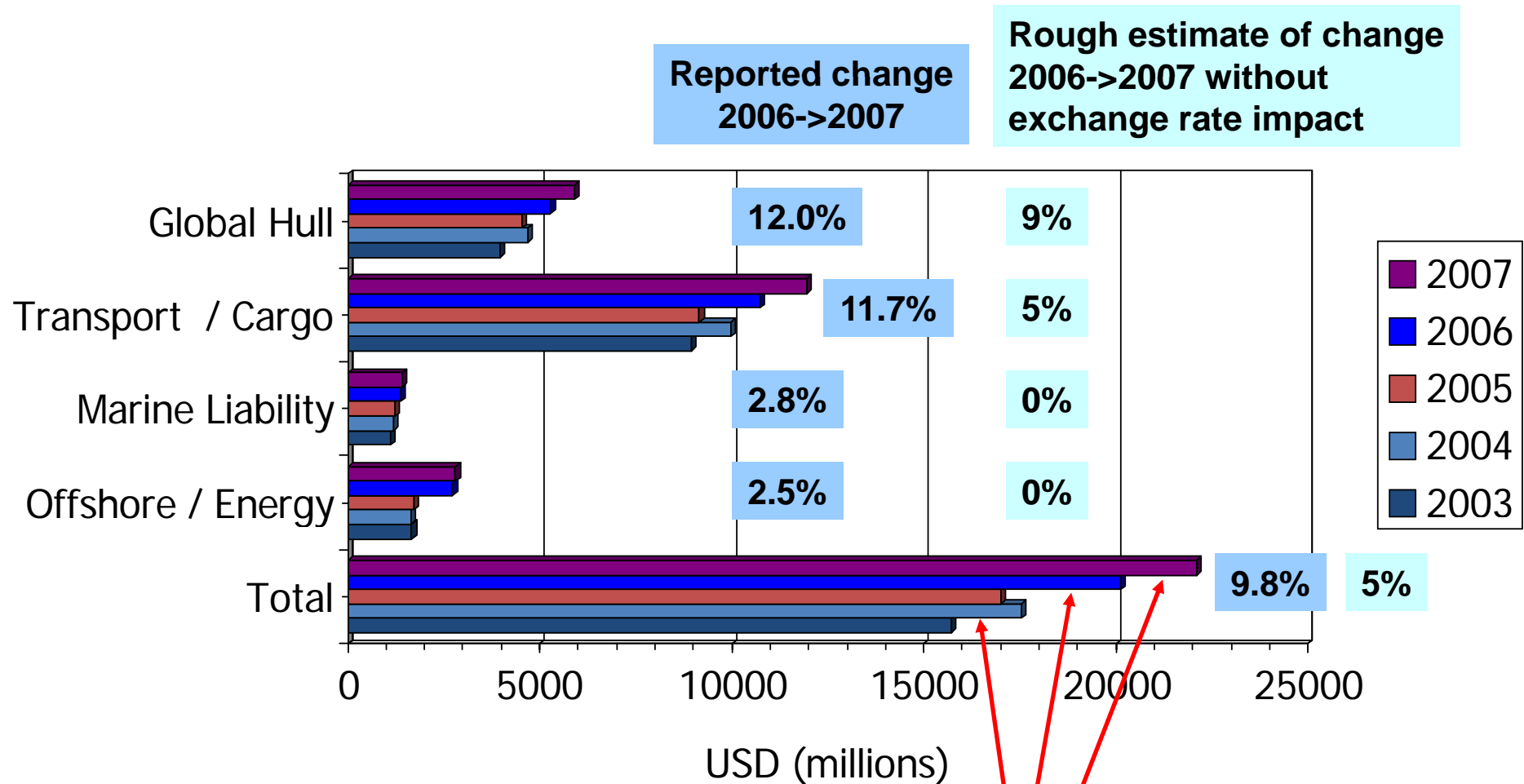
Exchange rates against US\$

(as of December each year for selected currencies)

| | <u>2000</u> | <u>2001</u> | <u>2002</u> | <u>2003</u> | <u>2004</u> | <u>2005</u> | <u>2006</u> | <u>2007</u> |
|--------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| against USD: | | | | | | | | |
| USD | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| EUR | 1.1147 | 1.1205 | 0.9826 | 0.814 | 0.7462 | 0.8435 | 0.7569 | 0.686 |
| GBP | 0.6837 | 0.6945 | 0.6309 | 0.5716 | 0.5184 | 0.5729 | 0.5092 | 0.4941 |
| JPY | 112.0751 | 127.2118 | 122.0127 | 107.8086 | 103.7914 | 118.5521 | 117.1756 | 112.1509 |
| NOK | 9.0662 | 8.9552 | 7.168 | 6.7085 | 6.1321 | 6.7257 | 6.1741 | 5.4966 |



Global premiums reported 2003 to 2007 (accounting years)



Increase 01-04 & 05-07 partly due to weakening of USD against European and Asian currencies.

Stagnation 05 due to strengthening of USD against major European and Asian currencies.



Report on marine insurance premiums Global premiums 2005-2007

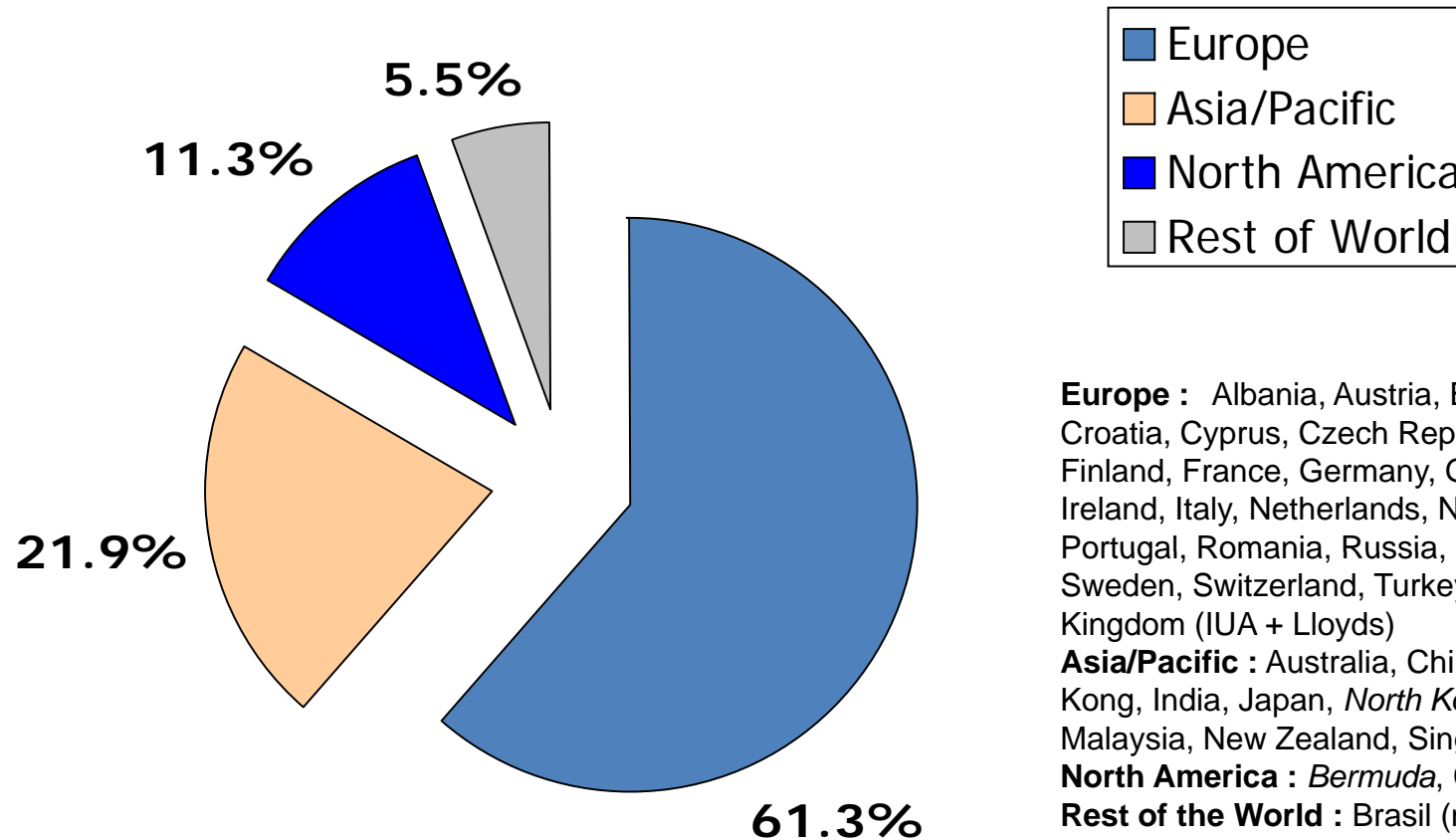
(USD billions, as reported per end of August 2008)

| | <u>Global Hull</u> | <u>Transport/Cargo</u> | <u>Marine Liability</u> | <u>Offshore/Energy</u> | <u>Total</u> |
|------------------|--------------------|------------------------|-------------------------|------------------------|--------------|
| 2007 | 5.919 | 11.958 | 1.420 | 2.806 | 22.103 |
| 2006 | 5.282 | 10.724 | 1.381 | 2.736 | 20.124 |
| 2005 | 4.537 | 9.155 | 1.224 | 1.725 | 17.008 |
| Index 2005-2006* | 16.3% | 13.1% | 11.1% | 58.6% | 18.3% |
| Index 2006-2007* | 12.0% | 11.7% | 2.8% | 2.5% | 9.8% |

*Index based on figures from Associations who have reported in both years.
The index reflects changes in country activity, exchange rates in addition to premium increases and is thus not a renewal index!

As some countries only report total marine premium without splitting into classes, the sum of these classes might in some cases be slightly less than the "total" sum.

Market Shares 2007



Europe : Albania, Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Netherlands, Norway, Poland, Portugal, Romania, Russia, Slovenia, Spain, Sweden, Switzerland, Turkey, *Ukraine*, United Kingdom (IUA + Lloyds)

Asia/Pacific : Australia, Chinese Taipei, Hong Kong, India, Japan, *North Korea*, South Korea, Malaysia, New Zealand, Singapore

North America : *Bermuda*, Canada, USA

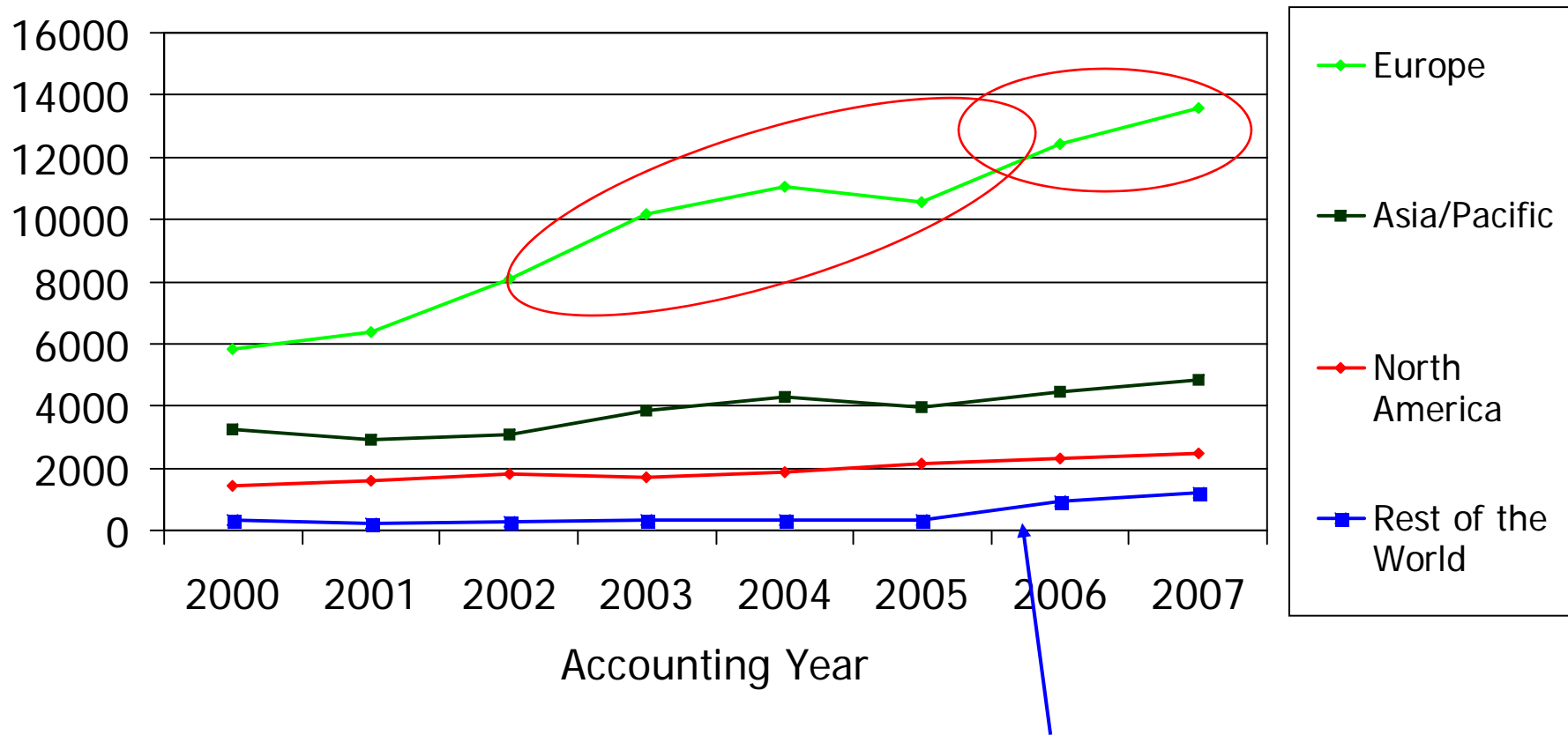
Rest of the World : Brasil (new 2007), *Congo*, Egypt, Israel, Kenya, Lebanon, Mexico, Morocco, Nigeria, South Africa, *Tunisia*, *United Arab Emirates*

Countries in italics did not report in 2008

Report on marine insurance premiums by economic areas

(USD Millions)

Europe, Asia: Exchange rate effects due to weakening/strengthening of USD



Rest of World: Brasil figures included from 2006



Report on marine insurance premiums by economic areas

(USD 1,000)

| Region | Premiums 2007 | Premiums 2006 | Premiums 2005 | Variation 2006-2007 | Variation 2005-2006 | Market share 2007 | Market share 2006 | Market share 2005 |
|-------------------|------------------|------------------|------------------|------------------------|------------------------|----------------------|----------------------|----------------------|
| Europe | 13,557,579 | 12,431,427 | 10,551,976 | 9.06% | 17.81% | 61.34% | 61.77% | 62.04% |
| Asia/Pacific | 4,845,460 | 4,447,837 | 3,963,480 | 8.94% | 12.22% | 21.92% | 22.10% | 23.30% |
| North America | 2,489,597 | 2,303,427 | 2,137,171 | 8.08% | 7.78% | 11.26% | 11.45% | 12.57% |
| Rest of the world | 1,210,614 | 941,347 | 355,866 | 28.60% | 164.52% | 5.48% | 4.68% | 2.09% |

Europe :

Albania, Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Netherlands, Norway, Poland, Portugal, Romania, Russia, Slovenia, Spain, Sweden, Switzerland, Turkey, *Ukraine*, United Kingdom (IUA + Lloyds)

Asia/Pacific :

Australia, China, Hong Kong, India, Japan, *North Korea*, South Korea, Malaysia, New Zealand, Singapore

North America:

Bermuda, Canada, USA

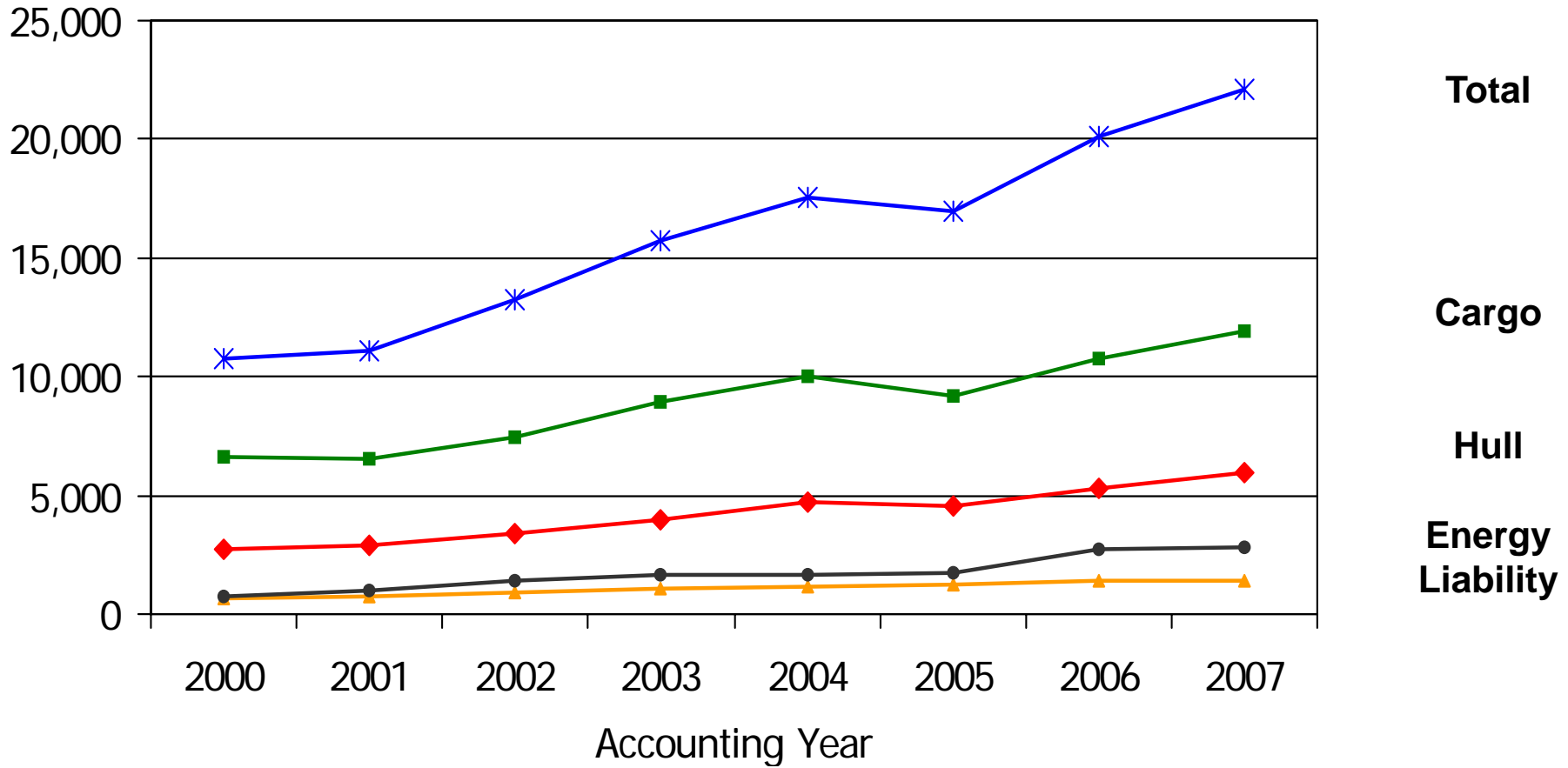
Rest of the World :

Brasil, *Congo*, Egypt, Israel, Kenya, Lebanon, Mexico, Morocco, Nigeria, South Africa, *Tunisia*, *United Arab Emirates*

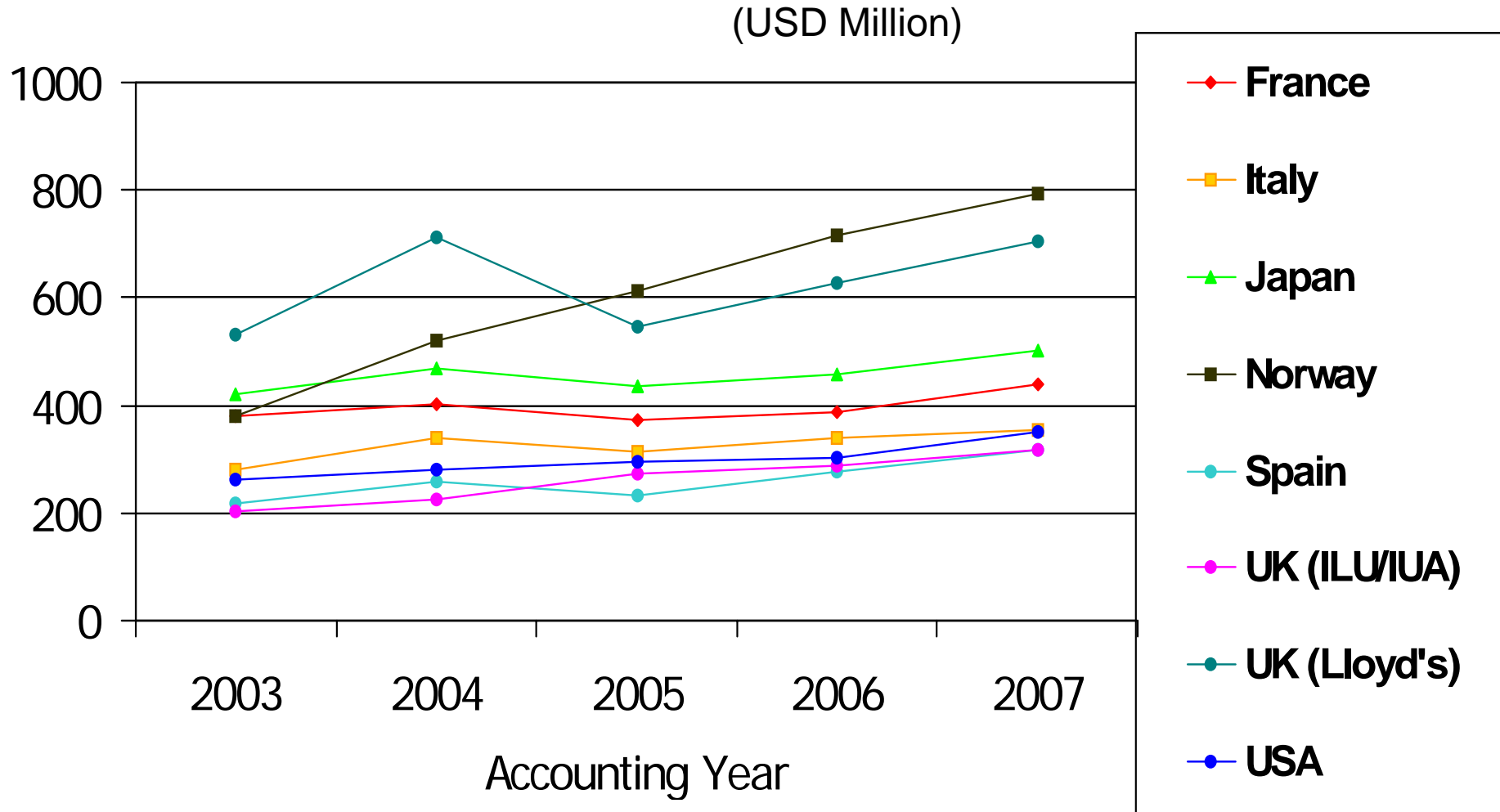
Countries in italics did not report in 2008.

Global Marine Premium 2000 - 2007

(USD Million), as reported



Global Hull Premium Major Markets, 2003 – 2007

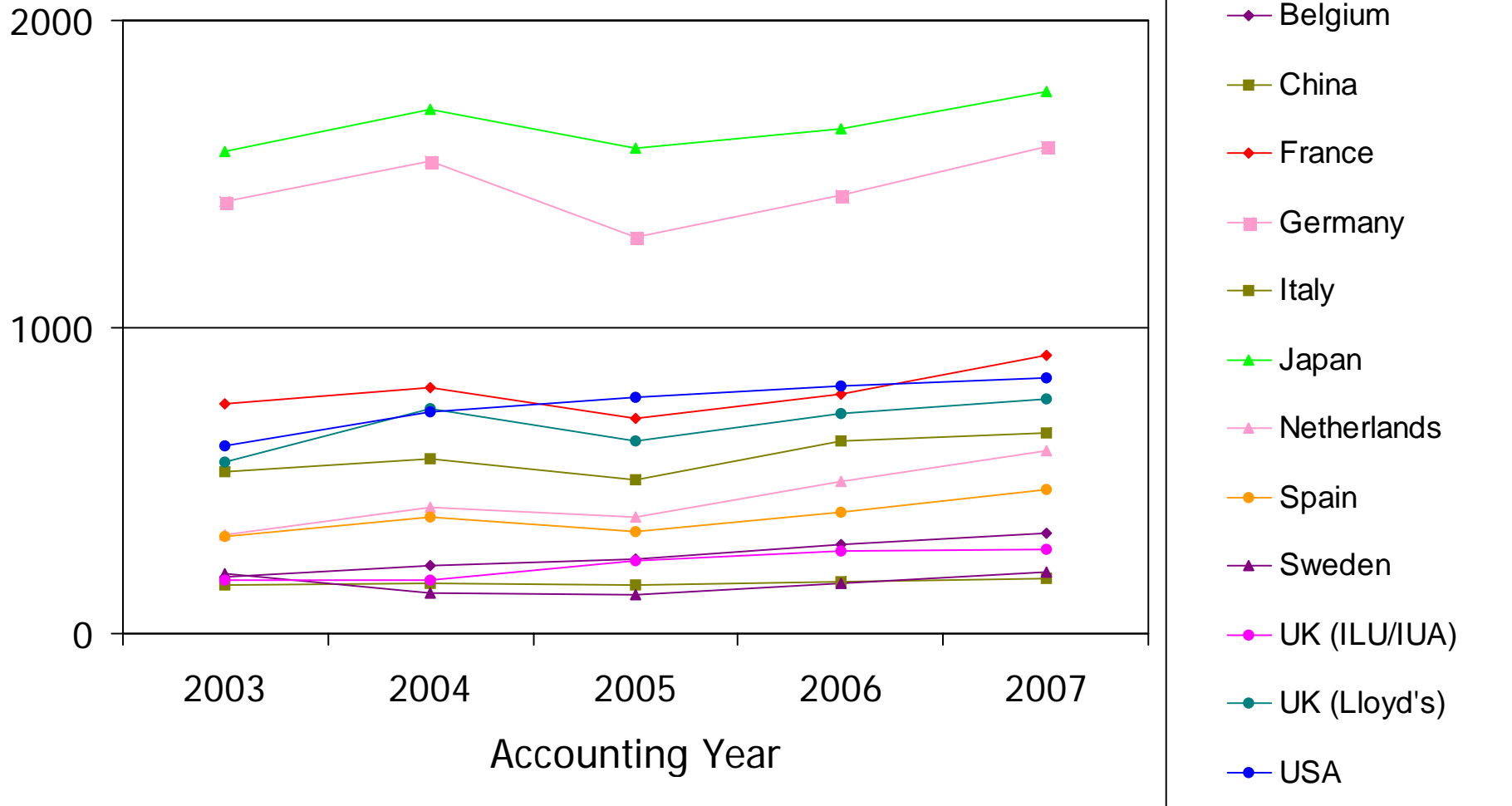


“Hull”: commercial vessels only; direct insurance for: Hull&Machinery, increased value, freight and other ancillary interests, Loss of Hire, Construction risks.



Global Cargo Premium Major Markets, 2003 – 2007

(USD Million)



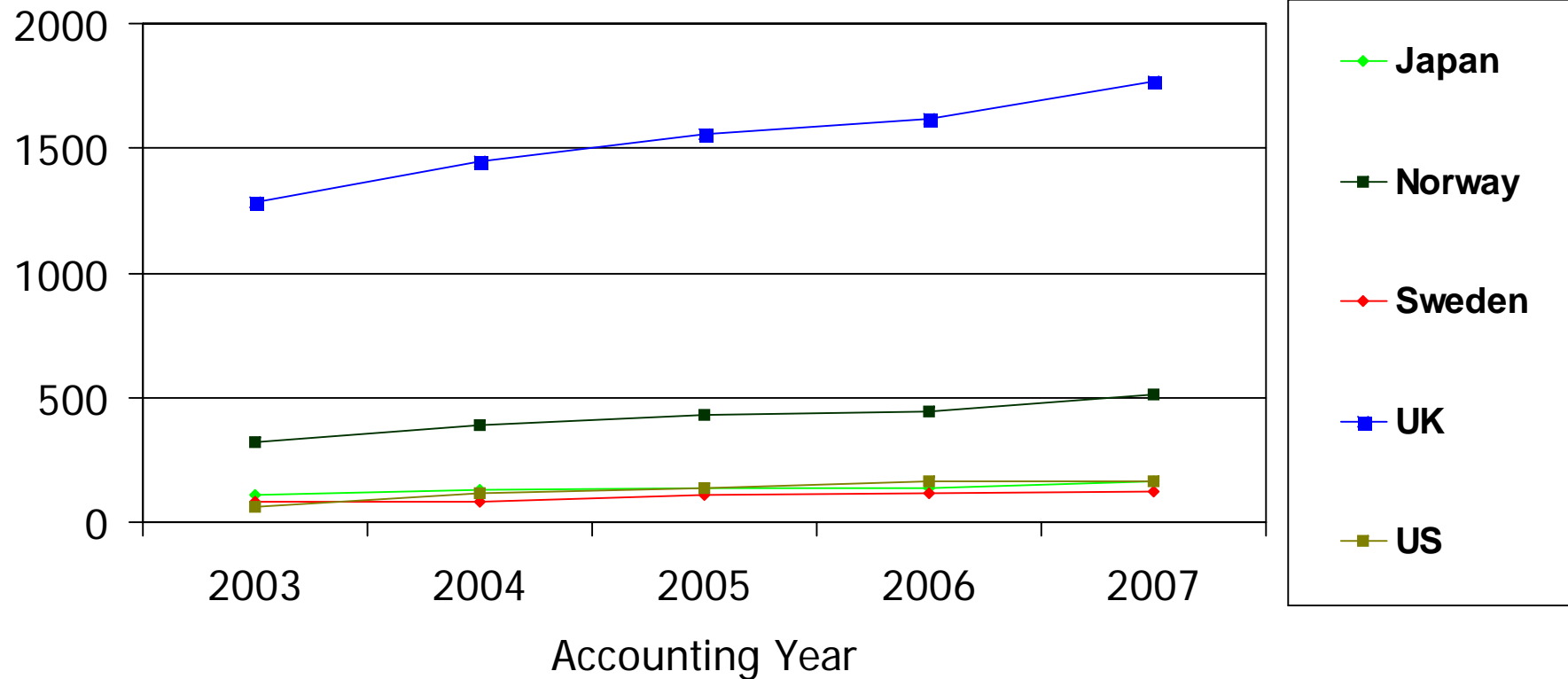
Europe/Asia: exchange rate effects.



MARINE MUTUAL MARKET SECTOR

Gross Calls (Premium) – Operational location

Per accounting year – USD Million



Source: Standard & Poors Marine Mutual Report 2008



MARINE MUTUAL MARKET SECTOR

Gross Calls (Premium) – Operational location

Per accounting year - USD 1000

| Operational | 2007 | 2006 | 2005 | 2004 | 2003 | Difference 07-03 | Average Annual variation over period 03-07 | Ranking | |
|--------------|------------------|------------------|------------------|------------------|------------------|---------------------|--|---------|------|
| | | | | | | | | 2007 | 2003 |
| UK | 1,769,431 | 1,614,769 | 1,562,123 | 1,448,285 | 1,285,050 | 484,381 | 6.28% | 1 | 1 |
| Norway | 511,218 | 444,386 | 432,929 | 390,665 | 317,723 | 193,495 | 10.15% | 2 | 2 |
| Japan | 165,019 | 135,362 | 136,432 | 126,585 | 107,539 | 57,480 | 8.91% | 3 | 4 |
| US | 163,793 | 162,257 | 139,602 | 118,959 | 63,749 | 100,044 | 26.16% | 4 | 3 |
| Sweden | 124,347 | 117,549 | 110,057 | 82,618 | 84,472 | 39,875 | 7.87% | 5 | 5 |
| Total | 2,733,808 | 2,474,323 | 2,381,143 | 2,167,112 | 1,858,533 | 875,275 | 7.85% | | |

Source: Standard & Poors Marine Mutual Report 2008



Report on marine insurance premiums - Accounting year 2006 (in USD 1000)

| Name of association | Global Hull | Transp./ Cargo | Marine Liability | Offshore/ Energy | Total |
|--|-------------|-------------------|---------------------|---------------------|------------|
| Albania (Albanian Ass. of Marine Insurers) | 0 | 83 | 115 | 0 | 198 |
| Australia (Insurance Council of Australia Ltd.) | 200,000 | 178,000 | 30,000 | 4,000 | 412,000 |
| Austria (Verband der Versicherungsunternehmen Oesterreichs) | 0 | 143,140 | 0 | 0 | 143,140 |
| Belgium (ABAM_/BVT Belgian Association of Marine Insurers) | 27,798 | 291,719 | 0 | 0 | 319,517 |
| Bermuda (Bermuda Institute of Marine Underwriters) | | | | | 0 not rep. |
| Brasil (Federação Nacional de Seguros Gerais) | 62,410 | 383,802 | 1,194 | 85,142 | 532,548 |
| Bulgaria (BULSTRAD Insurance and Reinsurance PLC) | 12,342 | 11,934 | 1,482 | 0 | 25,758 |
| Canada (The Canadian Board of Marine Underwriters) | 127,848 | 112,698 | 0 | 0 | 240,546 |
| Chinese Taipei (The Non-Life Ins. Ass. of the Republic of China) | 48,383 | 166,591 | 0 | 0 | 214,974 |
| Congo (Société Nationale d'Assurances SONAS) | | | | | 0 not rep. |
| Croatia (Croatian Insurance Bureau) | 16,600 | 7,800 | 1,500 | 5,300 | 31,200 |
| Cyprus (Insurance Association of Cyprus) | 368 | 7,100 | 5 | 0 | 7,473 |
| Czech Republic (Ceska Pojistovna AS) | 470 | 34,420 | 770 | 0 | 35,660 |
| Denmark (Foreningen af Danske Soeassurandører) | 88,117 | 72,196 | 0 | 0 | 160,313 |
| Egypt (Insurance Federation of Egypt) | 13,239 | 18,796 | 44 | 46,488 | 78,567 |
| Finland (Finnish Marine Underwriters' Association) | NA | NA | NA | NA | 74,230 |
| France (FFSA-Féd.Française des Sociétés d'Ass.Transports) | 389,174 | 782,166 | 0 | 0 | 1,171,340 |
| Germany (Gesamtverband der Deutschen Versicherungswirtschaft e.V.) | 156,154 | 1,431,021 | 0 | 0 | 1,587,175 |
| Greece (Hellenic Association of Insurance Companies) | 29,049 | 52,756 | 8,084 | 0 | 89,890 |
| Hong Kong (The Hong Kong Federation of Insurers) | 109,008 | 125,750 | 3,518 | 0 | 238,277 |
| Hungary (Association of Hungarian Insurance Companies) | NA | NA | NA | NA | 16,877 |

Comments: NA = figure/split not available, not rep. = country did not report



Report on marine insurance premiums

Accounting year 2006 (in USD 1000)

| Name of association | Global Hull | Transp./ Cargo | Marine Liability | Offshore/ Energy | Total |
|--|-------------|-------------------|---------------------|---------------------|-------------------|
| India (Tariff Advisory Committee) | 40,050 | 142,771 | 1,643 | 75,504 | 259,969 |
| Ireland (The Irish Institute of Marine Underwriters) | 8,129 | 29,216 | 1,395 | 0 | 38,740 |
| Israel (Israel Insurance Association) | 11,000 | 45,000 | 0 | 0 | 56,000 |
| Italy (ANIA-Associazione Nazionale fra le Imprese Assicuratrici) | 338,538 | 629,619 | 24,664 | 98,775 | 1,091,595 |
| Japan (The Marine and Fire Insurance Association of Japan, Inc.) | 458,829 | 1,647,074 | 32,712 | 83,773 | 2,222,388 |
| Kenya (The Association of Kenya Insurers) | 0 | 19,769 | 0 | 0 | 19,769 |
| Korea, (Korea Foreign Ins. Co.) | | | | | 0 not rep. |
| Korea, (Korea Non-life Ins. Assocn.) | 273,687 | 238,008 | 17,056 | 20,647 | 549,398 |
| Lebanon (Association des Compagnie d'Assurances au Liban - ACAL) | NA | NA | NA | NA | 13,250 |
| Malaysia (General Ins. Association of Malaysia) | 63,157 | 108,543 | 0 | 114,496 | 286,195 |
| Mexico (Asociacion Mexicana de Suscriptores Maritimos) | 9,889 | 29,667 | 4,944 | 4,944 | 49,444 |
| Morocco (F.M.S.A.R. & Comité des Assureurs Maritime du Maroc CAMM) | 24,366 | 43,447 | 0 | 0 | 67,813 |
| Netherlands (Association of Insurers) | 154,000 | 495,000 | 0 | 0 | 649,000 |
| New Zealand (Insurance Council of New Zealand) | 23,288 | 34,651 | 1,397 | 0 | 59,336 |
| Nigeria (Nigerian Insurers Association) | 168 | 24,289 | 0 | 0 | 24,457 |
| Norway (The Central Union of Marine Underwriters) | 715,100 | 58,100 | 0 | NA | 773,200 |

Comments: NA = figure/split not available, not rep. = country did not report



Report on marine insurance premiums

Accounting year 2006 (in USD 1000)

| Name of association | Global Hull | Transp./ Cargo | Marine Liability | Offshore/ Energy | Total |
|---|------------------|-----------------------|---------------------|---------------------|-------------------|
| Poland (WARTA Insurance & Reinsurance Co. SA) | 39,566 | 66,276 | 4,220 | 1,021 | 111,083 |
| Portugal (Associação Portuguesa de Seguradores) | 22,835 | 40,717 | 1,092 | 0 | 64,644 |
| Romania (National Union - Insurance and Reinsurance Comp.) | 8,057 | 7,699 | 2,149 | 0 | 17,905 |
| Russia (Russia Ingosstrakh Insurance Company Ltd.) | 38,500 | 128,100 | 26,500 | NA | 193,100 |
| Singapore (General Insurance Association of Singapore) | 94,700 | 110,600 incl. in hull | | 0 | 205,300 |
| Slovenia (Slovenian Insurance Association) | 1,903 | 15,724 | 1,116 | 0 | 18,742 |
| South Africa (Association of Marine Underwriters in South Africa) | 9,500 | 90,000 | 0 | 0 | 99,500 |
| Spain (Comité de Transportes de UNESPA) | 277,147 | 398,208 | 0 | 0 | 675,355 |
| Sweden (Forsäkringsförbundet) | 116,218 | 162,673 | 1 | 0 | 278,892 |
| Switzerland (Swiss Association of Marine Underwriters) | NA | NA | NA | NA | 278,300 |
| Tunisia (Fédération Tunisienne des Sociétés) | | | | | 0 not rep. |
| Turkey (Ass. of the Ins. and Reins. Companies of Türkiye) | 44,782 | 191,092 | 0 | 0 | 235,875 |
| Ukraine (Marine Insurance Bureau of Ukraine) | | | | | 0 not rep. |
| United Arab Emirates (Emirates Insurance Association) | | | | | 0 not rep. |
| United Kingdom (Int'l Underwriting Association of London - IUA) | 288,531 | 271,208 | 44,480 | 112,198 | 716,417 |
| United Kingdom (Lloyd's Underwriters' Association.) | 625,883 | 720,432 | 472,861 | 1,806,631 | 3,625,807 |
| U S A (American Institute of Marine Underwriters) | 302,105 | 810,194 | 673,104 | 277,477 | 2,062,881 |
| Total sum | 5,270,887 | 10,378,049 | 1,356,048 | 2,736,397 | 20,124,038 |

UK Lloyd's: Projected ultimate underwriting year premium, after deduction of acquisition costs, but including proportional and facultative reinsurance. Acquisition cost ratio is estimated to be ca. 20-25% for most years. Marine Liability includes P&I premium via International Group's reinsurance programme, which is estimated to be about 65% of the reported liability premium. All historical figures revised in 2008.

Comments: NA = figure/split not available, not rep. = country did not report



Report on marine insurance premiums

Accounting year 2007 (in USD 1000)

| Name of association | Global Hull | Transp./ Cargo | Marine Liability | Offshore/ Energy | Total |
|--|-------------|-------------------|---------------------|---------------------|-------------------|
| Albania (Albanian Ass. of Marine Insurers) | 129 | 268 | 187 | 0 | 584 |
| Australia (Insurance Council of Australia Ltd.) | 199,000 | 174,000 | 30,000 | 4,000 | 407,000 |
| Austria (Verband der Versicherungsunternehmen Oesterreichs) | 0 | 172,680 | 0 | 0 | 172,680 |
| Belgium (ABAM_/BVT Belgian Association of Marine Insurers) | 29,762 | 328,821 | 0 | 0 | 358,583 |
| Bermuda (Bermuda Institute of Marine Underwriters) | | | | | 0 not rep. |
| Brasil (Federaco Nacional de Seguros Gerais) | 80,084 | 492,610 | 1,874 | 79,979 | 654,547 |
| Bulgaria (BULSTRAD Insurance and Reinsurance PLC) | 12,751 | 14,125 | 1,596 | | 28,472 |
| Canada (The Canadian Board of Marine Underwriters) | 157,950 | 140,070 | 0 | 0 | 298,020 |
| Chinese Taipei (The Non-Life Ins. Ass. of the Republic of China) | 51,127 | 177,902 | 0 | 0 | 229,029 |
| Congo (Socit Nationale d'Assurances SONAS) | | | | | 0 not rep. |
| Croatia (Croatian Insurance Bureau) | 17,500 | 8,000 | 1,800 | 5,300 | 32,600 |
| Cyprus (Insurance Association of Cyprus) | 324 | 8,555 | 6 | 0 | 8,885 |
| Czech Republic (Ceska Pojistovna AS) | 170 | 38,630 | 710 | 0 | 39,510 |
| Denmark (Foreningen af Danske Soeassurandoerer) | 99,913 | 78,308 | 0 | 0 | 178,221 |
| Egypt (Insurance Federation of Egypt) | 15,710 | 45,543 | 53 | 57,250 | 118,556 |
| Finland (Finnish Marine Underwriters' Association) | NA | NA | NA | NA | 79,233 |
| France (FFSA-Fd. Francaise des Socits d'Ass. Transports) | 439,275 | 907,108 | 0 | 0 | 1,346,383 |
| Germany (Gesamtverband der Deutschen Versicherungswirtschaft e.V.) | 187,951 | 1,590,004 | 0 | 0 | 1,777,955 |
| Greece (Hellenic Association of Insurance Companies) | 33,983 | 61,347 | 9,133 | 0 | 104,463 |
| Hong Kong (The Hong Kong Federation of Insurers) | 114,607 | 128,079 | 5,148 | 0 | 247,833 |
| Hungary (Association of Hungarian Insurance Companies) | NA | NA | NA | NA | 18,537 |

Comments: NA = split not available, not rep. = country did not report



Report on marine insurance premiums

Accounting year 2007 (in USD 1000)

| Name of association | Global Hull | Transp./ Cargo | Marine Liability | Offshore/ Energy | Total |
|--|-------------|-------------------|---------------------|---------------------|-------------------|
| India (Tariff Advisory Committee) | 42,728 | 175,708 | 1,330 | 118,897 | 338,663 |
| Ireland (The Irish Institute of Marine Underwriters) | 8,536 | 26,294 | 1,325 | 0 | 36,155 |
| Israel (Israel Insurance Association) | 10,500 | 49,000 | 0 | 0 | 59,500 |
| Italy (ANIA-Associazione Nazionale fra le Imprese Assicuratrici) | 353,743 | 655,268 | 19,485 | 110,408 | 1,138,903 |
| Japan (The Marine and Fire Insurance Association of Japan, Inc.) | 501,250 | 1,769,465 | 32,357 | 96,665 | 2,399,737 |
| Kenya (The Association of Kenya Insurers) | 0 | 22,504 | 0 | 0 | 22,504 |
| Korea, (Korea Foreign Ins. Co.) | | | | | 0 not rep. |
| Korea, (Korea Non-life Ins. Assocn.) | 298,939 | 253,201 | 18,660 | 50,128 | 620,928 |
| Lebanon (Association des Compagnie d'Assurances au Liban - ACAL) | NA | NA | NA | NA | 14,500 |
| Malaysia (General Ins. Association of Malaysia) | 56,683 | 122,913 | 0 | 139,114 | 318,711 |
| Mexico (Asociacion Mexicana de Suscriptores Maritimos) | 8,335 | 29,722 | 4,520 | 4,971 | 47,548 |
| Morocco (F.M.S.A.R. & Comité des Assureurs Maritime du Maroc CAMM) | 26,170 | 62,521 | 0 | 0 | 88,691 |
| Netherlands (Association of Insurers) | 186,000 | 595,000 | 0 | 0 | 781,000 |
| New Zealand (Insurance Council of New Zealand) | 23,729 | 35,307 | 1,424 | 0 | 60,459 |
| Nigeria (Nigerian Insurers Association) | 23,160 | 54,040 | 4,632 | 17,935 | 99,767 |
| Norway (The Central Union of Marine Underwriters) | 793,465 | 72,100 | 0 | NA | 865,565 |

Comments: NA = split not available, not rep. = country did not report



Report on marine insurance premiums - Accounting year 2007 (in USD 1000)

| Name of association | Global Hull | Transp./ Cargo | Marine Liability | Offshore/ Energy | Total |
|---|------------------|-----------------------|---------------------|---------------------|-------------------|
| Poland (WARTA Insurance & Reinsurance Co. SA) | 51,608 | 79,174 | 4,985 | 1,398 | 137,165 |
| Portugal (Associação Portuguesa de Seguradores) | 26,274 | 60,362 | 2,483 | 0 | 89,119 |
| Romania (National Union - Insurance and Reinsurance Comp.) | 8,911 | 8,515 | 2,376 | 0 | 19,803 |
| Russia (Russia Ingosstrakh Insurance Company Ltd.) | 39,250 | 130,000 | 29,600 | NA | 198,850 |
| Singapore (General Insurance Association of Singapore) | 102,800 | 120,300 incl. in hull | | 0 | 223,100 |
| Slovenia (Slovenian Insurance Association) | 2,325 | 20,029 | 1,441 | 0 | 23,795 |
| South Africa (Association of Marine Underwriters in South Africa) | 10,000 | 95,000 | 0 | 0 | 105,000 |
| Spain (Comité de Transportes de UNESPA) | 316,038 | 470,671 | 0 | 0 | 786,709 |
| Sweden (Forsäkringsförbundet) | 139,029 | 198,511 | 1 | 0 | 337,542 |
| Switzerland (Swiss Association of Marine Underwriters) | NA | NA | NA | NA | 290,300 |
| Tunisia (Fédération Tunisienne des Sociétés) | | | | | 0 not rep. |
| Turkey (Ass. of the Ins. and Reins. Companies of Türkiye) | 63,266 | 250,307 | 0 | 0 | 313,573 |
| Ukraine (Marine Insurance Bureau of Ukraine) | | | | | 0 not rep. |
| United Arab Emirates (Emirates Insurance Association) | | | | | 0 not rep. |
| United Kingdom (Int'l Underwriting Association of London - IUA) | 317,496 | 275,930 | 49,544 | 113,727 | 756,697 |
| United Kingdom (Lloyd's Underwriters' Association.) | 706,018 | 764,605 | 435,409 | 1,730,267 | 3,636,299 |
| U S A (American Institute of Marine Underwriters) | 349,205 | 832,511 | 734,206 | 275,655 | 2,191,577 |
| Total sum | 5,905,693 | 11,595,009 | 1,394,284 | 2,805,693 | 22,103,250 |

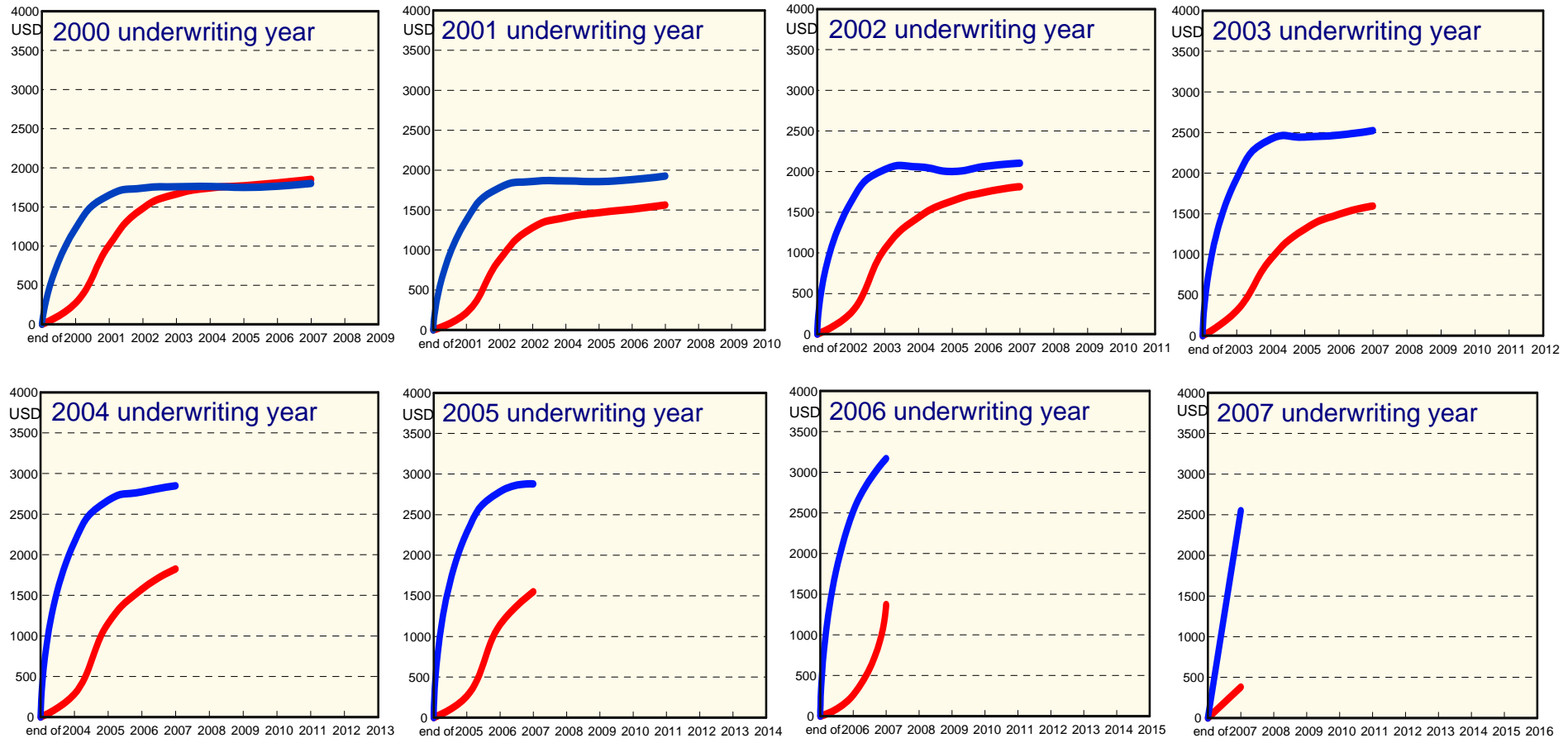
UK Lloyd's: Projected ultimate underwriting year premium, after deduction of acquisition costs, but including proportional and facultative reinsurance. Acquisition cost ratio is estimated to be ca. 20-25% for most years. Marine Liability includes P&I premium via International Group's reinsurance programme, which is estimated to be about 65% of the reported liability premium. All historical figures revised in 2008.

Comments: NA = split not available, not rep. = country did not report



Marine Hull – Evolution of **Paid** Claims, Gross Premiums

as reported, U/W Year 2000 to 2007 (USD)



Blue line = Gross Premium; Red line = Paid Claims

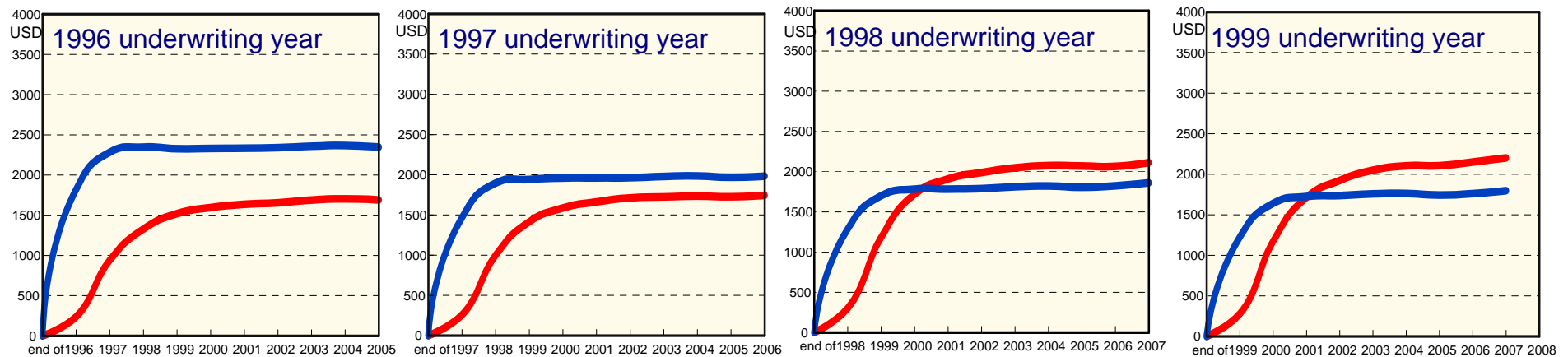
Totals of 10 IUMI members –

Belgium, France, Germany, Italy, Netherlands, Norway, Spain, UK Lloyds & IUA, USA



Marine Hull – Evolution of **Paid** Claims, Gross Premiums

as reported, U/W Year 1996 to 1999 (USD)



Blue line = Gross Premium; Red line = Paid Claims

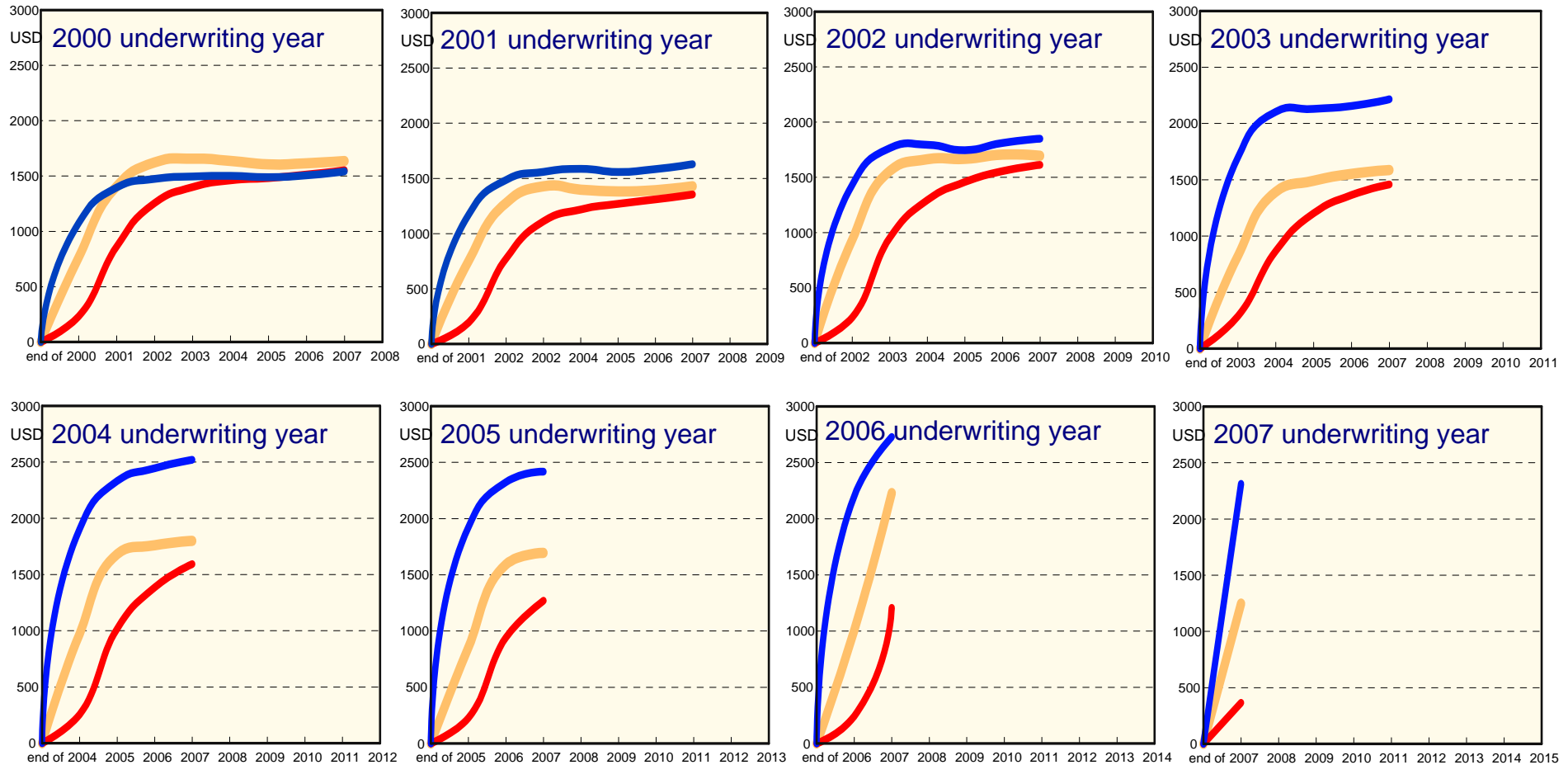
Totals of 10 IUMI members –

Belgium, France, Germany, Italy, Netherlands, Norway, Spain, UK Lloyds & IUA, USA



Marine Hull – Evolution of Paid and Total Claims, Gross Premiums

as reported, U/W Year 2000 to 2007 (USD)



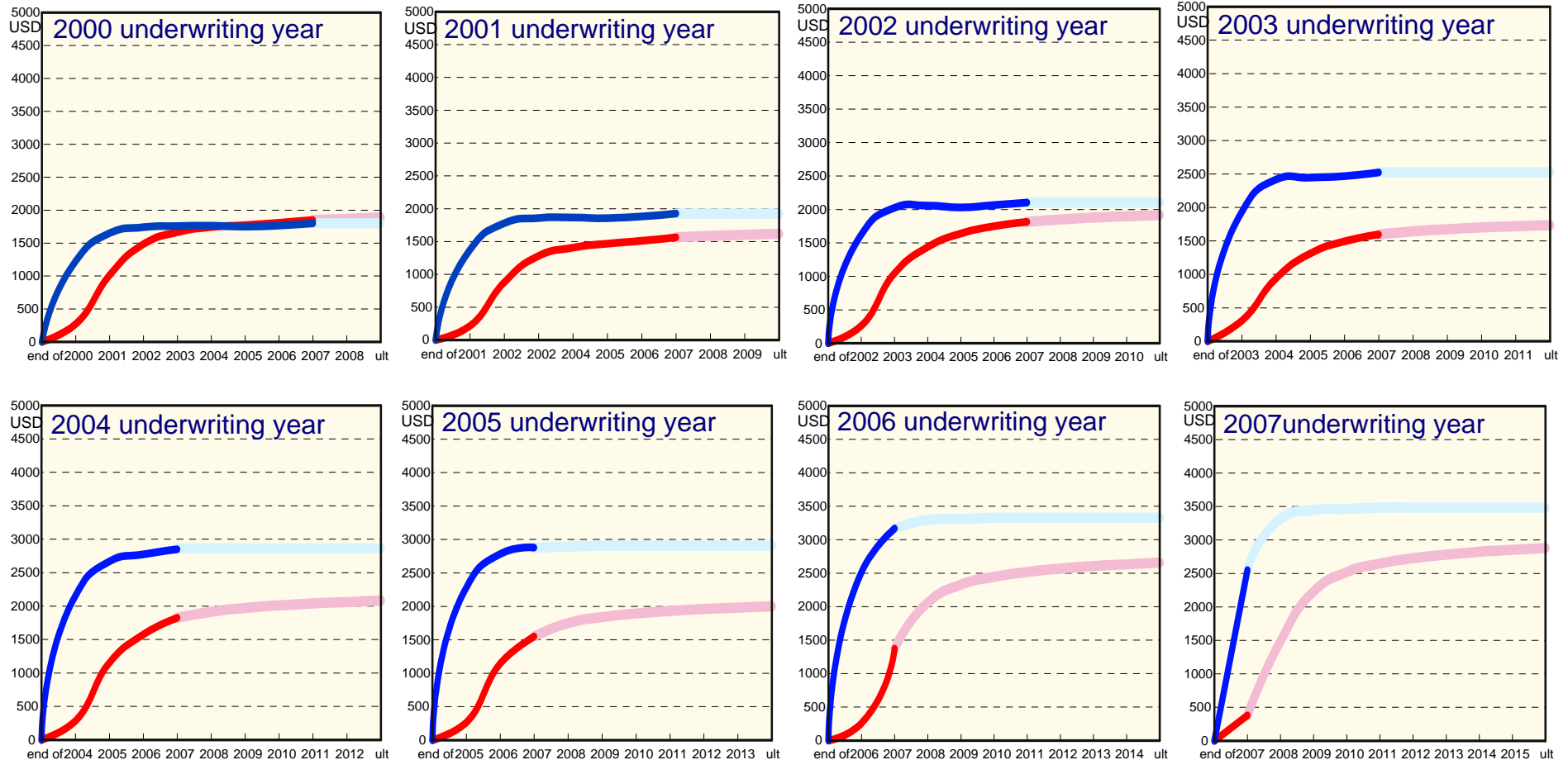
Blue line = Gross Premium; Red line = Paid Claims, Yellow line = Paid+Outstanding claims

Totals of 9 IUMI members – Belgium, France, Germany, Italy, Netherlands, Norway, Spain, UK Lloyds, USA



Marine Hull – Evolution of Paid Claims, Gross Premiums

with estimation towards ultimate, U/W Year 2000 to 2007 (USD)



Blue line = Gross Premium; Red line = Paid Claims

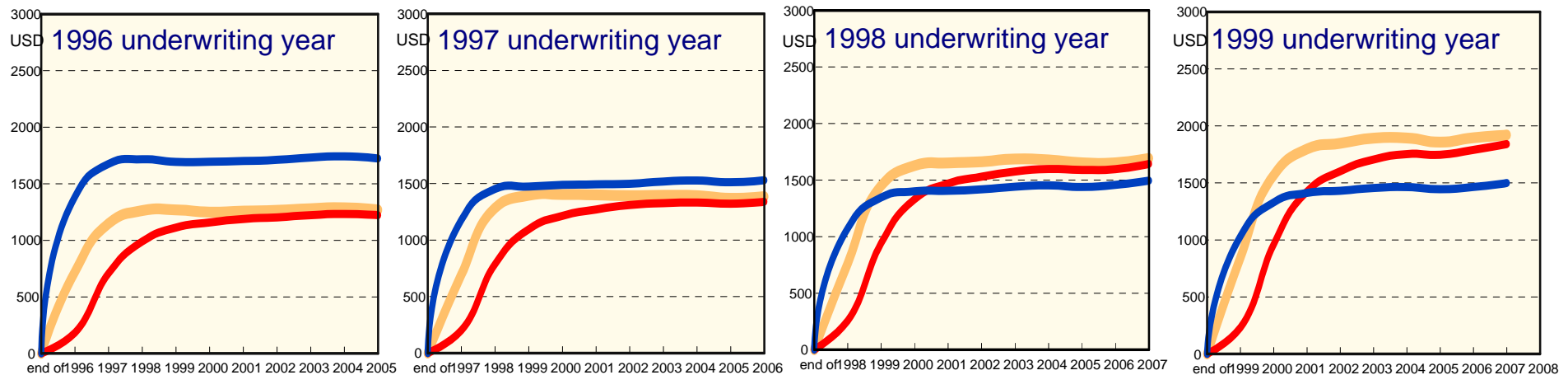
Totals of 10 IUMI members –

Belgium, France, Germany, Italy, Netherlands, Norway, Spain, UK Lloyds & IUA, USA



Marine Hull – Evolution of Paid and Total Claims, Gross Premiums

as reported, U/W Year 1996 to 1999 (USD)



Blue line = Gross Premium; Red line = Paid Claims, Yellow line = Paid+Outstanding claims

Totals of 9 IUMI members – Belgium, France, Germany, Italy, Netherlands, Norway, Spain, UK Lloyds, USA



VANCOUVER

Marine Hull – Ladder Table II. (USD)

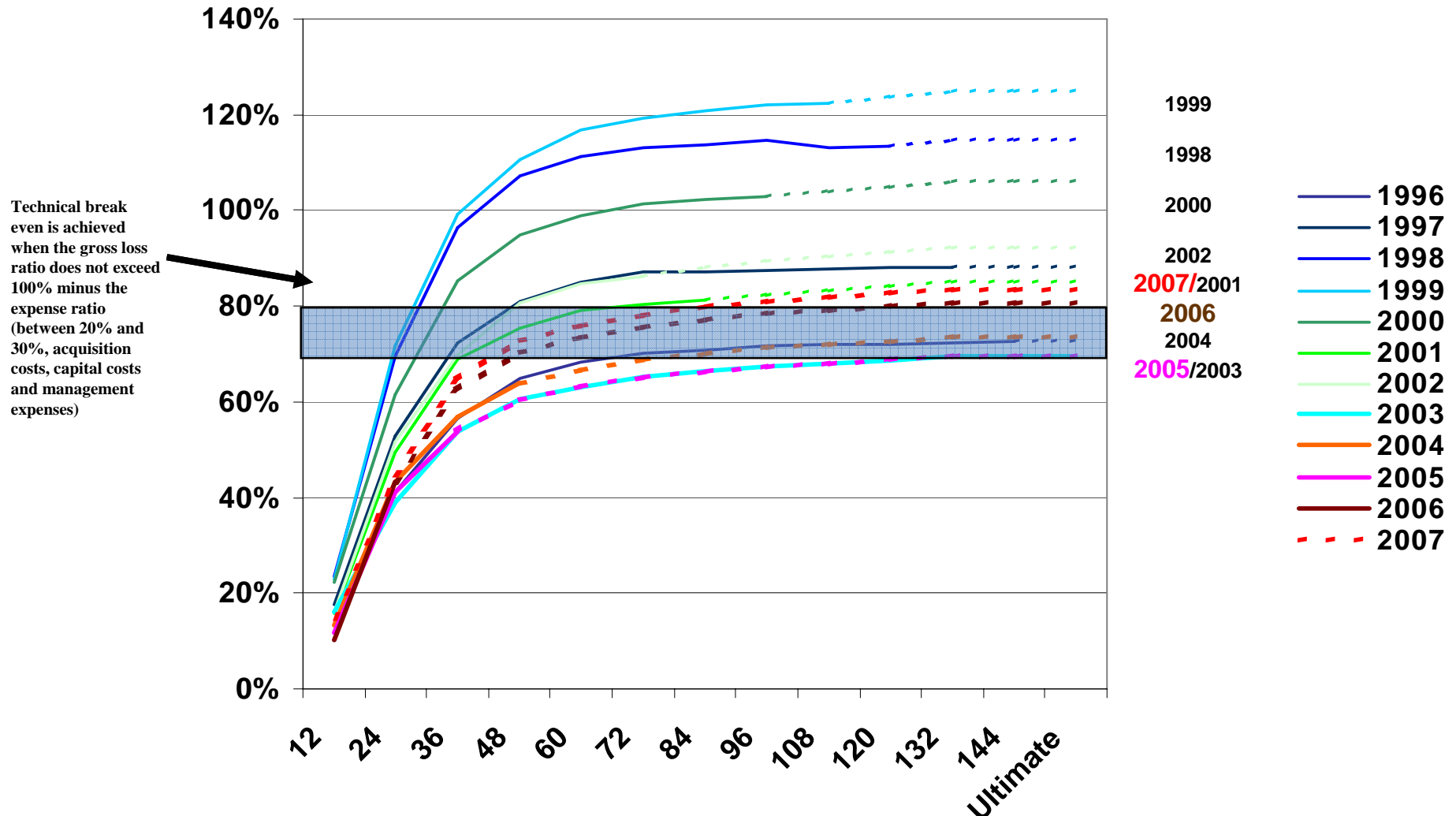
Totals of 9 IUMI members – Belgium, France, Germany, Italy, Netherlands, Norway, Spain, UK Lloyds, USA (not necessarily 100% of market income)

| Underwriting year | | months | | | | | | | | | | | |
|-------------------|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | | 12 | 24 | 36 | 48 | 60 | 72 | 84 | 96 | 108 | 120 | 132 | 144 |
| 1996 | Gross premiums | 1,386,795,205 | 1,676,466,982 | 1,716,257,579 | 1,693,880,517 | 1,694,426,743 | 1,701,547,726 | 1,711,601,928 | 1,732,955,840 | 1,743,432,036 | 1,724,933,791 | 1,746,035,811 | 1,783,542,254 |
| | Total claims incl. outstanding | 722,472,388 | 1,149,697,458 | 1,263,331,558 | 1,269,819,529 | 1,249,638,632 | 1,258,087,761 | 1,265,011,270 | 1,280,329,668 | 1,287,609,424 | 1,269,763,850 | 1,285,340,058 | 1,315,291,723 |
| | Total loss ratio | 52.10 | 68.58 | 73.61 | 74.97 | 73.75 | 73.94 | 73.91 | 73.88 | 73.85 | 73.61 | 73.61 | 73.75 |
| 1997 | Gross premiums | 1,178,401,507 | 1,451,848,166 | 1,473,677,532 | 1,487,287,297 | 1,492,503,764 | 1,498,180,577 | 1,518,235,297 | 1,526,691,369 | 1,511,058,959 | 1,529,030,766 | 1,565,907,311 | |
| | Total claims incl. outstanding | 694,286,496 | 1,283,933,728 | 1,396,382,603 | 1,403,459,571 | 1,399,379,405 | 1,392,278,011 | 1,395,111,574 | 1,392,237,396 | 1,369,528,570 | 1,384,036,917 | 1,415,654,694 | |
| | Total loss ratio | 58.92 | 88.43 | 94.75 | 94.36 | 93.76 | 92.93 | 91.89 | 91.19 | 90.63 | 90.52 | 90.40 | |
| 1998 | Gross premiums | 1,073,749,845 | 1,346,699,262 | 1,400,554,641 | 1,405,627,567 | 1,418,381,677 | 1,442,564,778 | 1,454,456,370 | 1,439,355,730 | 1,458,417,113 | 1,495,396,783 | | |
| | Total claims incl. outstanding | 763,330,276 | 1,450,171,626 | 1,628,908,583 | 1,652,595,411 | 1,662,209,283 | 1,687,967,582 | 1,678,328,612 | 1,653,348,556 | 1,653,670,488 | 1,683,526,620 | | |
| | Total loss ratio | 71.09 | 107.68 | 116.30 | 117.57 | 117.19 | 117.01 | 115.39 | 114.87 | 113.39 | 113.25 | | |
| | Paid claims | 232,133,626 | 962,121,525 | 1,425,334,740 | 1,603,077,910 | 1,705,980,748 | 1,753,788,317 | 1,747,751,262 | 1,790,952,790 | 1,840,361,786 | | | |
| | Total claims incl. outstanding | 846,633,165 | 1,568,187,439 | 1,797,643,191 | 1,847,631,471 | 1,892,107,766 | 1,894,506,832 | 1,858,650,818 | 1,896,126,163 | 1,919,901,753 | | | |
| | Total loss ratio | 81.99 | 117.85 | 127.29 | 129.04 | 130.02 | 129.42 | 128.57 | 129.51 | 128.04 | | | |
| 2000 | Gross premiums | 1,075,550,519 | 1,396,578,636 | 1,474,847,656 | 1,495,999,880 | 1,501,457,951 | 1,489,304,769 | 1,506,841,818 | 1,542,038,935 | | | | |
| | Total claims incl. outstanding | 765,907,949 | 1,407,701,108 | 1,623,637,607 | 1,656,272,773 | 1,637,973,090 | 1,605,164,836 | 1,615,554,389 | 1,635,903,820 | | | | |
| | Total loss ratio | 71.21 | 100.80 | 110.09 | 110.71 | 109.09 | 107.78 | 107.21 | 106.09 | | | | |
| 2001 | Gross premiums | 1,174,181,985 | 1,487,668,187 | 1,560,559,811 | 1,567,074,816 | 1,559,710,526 | 1,585,778,326 | 1,629,864,082 | | | | | |
| | Total claims incl. outstanding | 755,069,383 | 1,279,569,547 | 1,429,202,372 | 1,399,338,515 | 1,383,771,180 | 1,394,900,045 | 1,429,371,752 | | | | | |
| | Total loss ratio | 64.31 | 86.01 | 91.58 | 89.30 | 88.72 | 87.96 | 87.70 | | | | | |
| 2002 | Gross premiums | 1,433,528,848 | 1,765,831,290 | 1,795,920,771 | 1,746,689,335 | 1,812,586,904 | 1,850,796,919 | | | | | | |
| | Total claims incl. outstanding | 936,691,245 | 1,558,616,614 | 1,664,405,178 | 1,667,419,087 | 1,706,300,590 | 1,696,141,093 | | | | | | |
| | Total loss ratio | 65.34 | 88.27 | 92.68 | 95.46 | 94.14 | 91.64 | | | | | | |
| 2003 | Gross premiums | 1,698,960,635 | 2,105,512,472 | 2,130,679,137 | 2,156,248,117 | 2,215,610,154 | | | | | | | |
| | Total claims incl. outstanding | 823,460,928 | 1,393,531,803 | 1,491,465,892 | 1,553,374,651 | 1,586,616,788 | | | | | | | |
| | Total loss ratio | 48.47 | 66.18 | 70.00 | 72.04 | 71.61 | | | | | | | |
| 2004 | Gross premiums | 1,903,185,780 | 2,332,789,755 | 2,445,032,384 | 2,521,155,700 | | | | | | | | |
| | Total claims incl. outstanding | 972,027,127 | 1,681,410,108 | 1,761,506,470 | 1,799,342,125 | | | | | | | | |
| | Total loss ratio | 51.07 | 72.08 | 72.04 | 71.37 | | | | | | | | |
| 2005 | Gross premiums | 1,923,477,604 | 2,324,690,857 | 2,418,521,943 | | | | | | | | | |
| | Total claims incl. outstanding | 854,765,803 | 1,593,895,270 | 1,695,311,043 | | | | | | | | | |
| | Total loss ratio | 44.44 | 68.56 | 70.10 | | | | | | | | | |
| 2006 | Gross premiums | 2,201,176,409 | 2,728,463,656 | | | | | | | | | | |
| | Total claims incl. outstanding | 1,007,324,501 | 2,229,692,906 | | | | | | | | | | |
| | Total loss ratio | 45.76 | 81.72 | | | | | | | | | | |
| 2007 | Gross premiums | 2,313,994,534 | | | | | | | | | | | |
| | Total claims incl. outstanding | 1,248,959,631 | | | | | | | | | | | |
| | Total loss ratio | 53.97 | | | | | | | | | | | |



Marine Hull **Gross** Loss Ratio **paid** claims, Actual and estimated towards ultimate

U/W Year 1996 to 2007

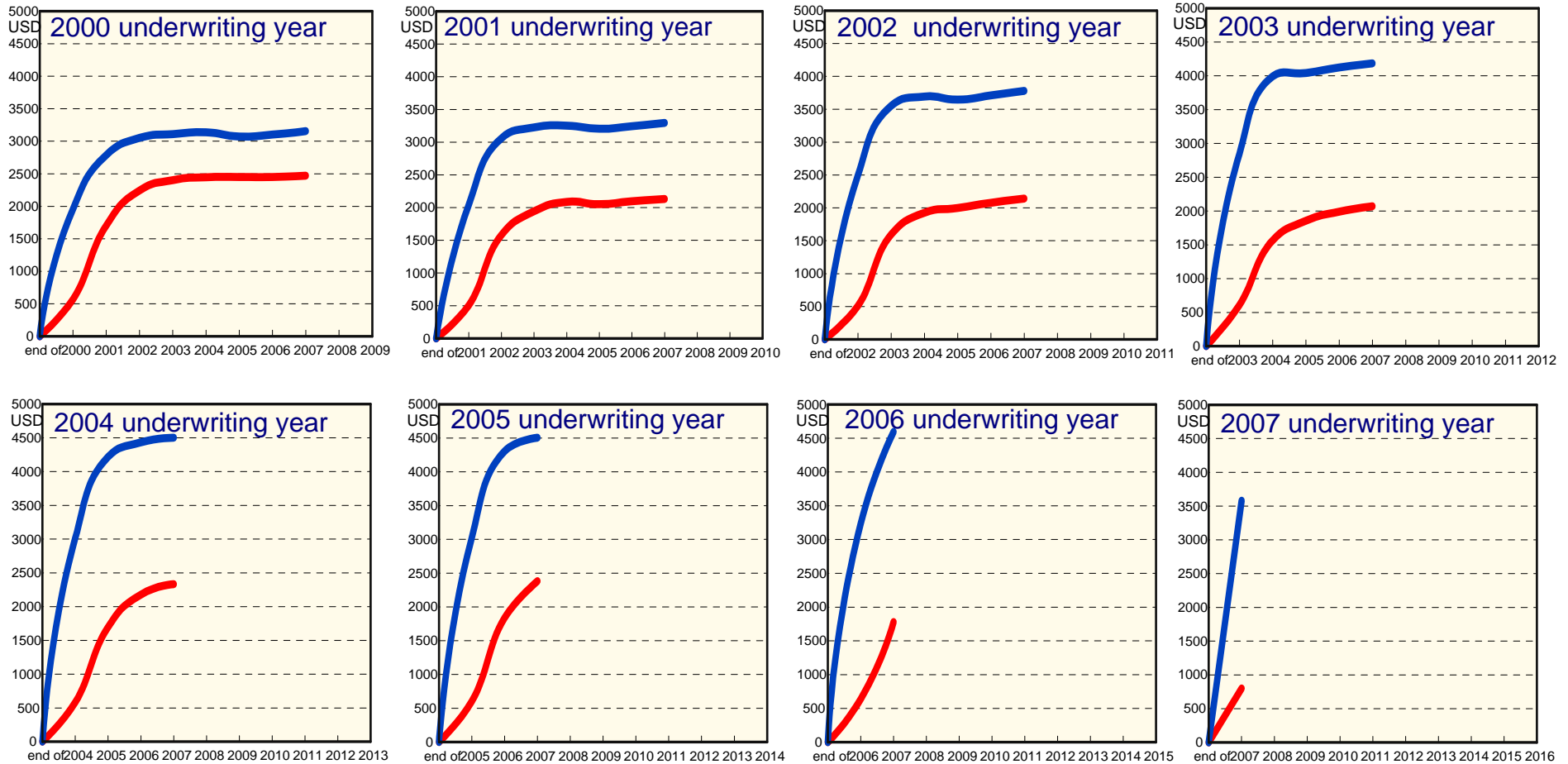


Ultimates based on 10 IUMI members: Belgium, France, Germany, Italy, Netherlands, Norway, Spain, UK Lloyds & IUA, USA



Transport/Cargo – Evolution of Paid Claims, Gross Premiums

as reported, U/W Year 2000 to 2007 (USD)



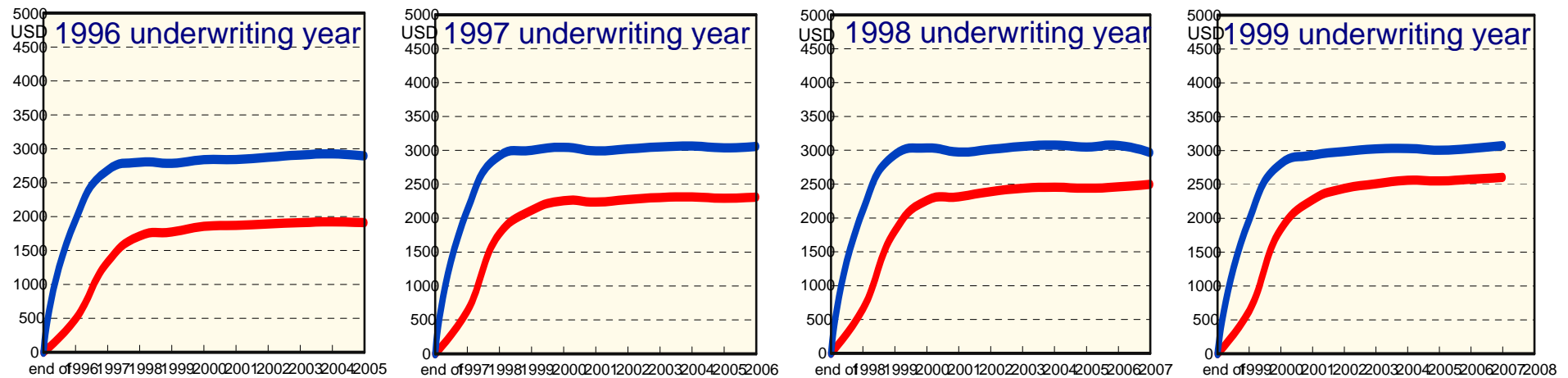
Blue line = Gross Premium; Red line = Paid Claims

Totals of 9 IUMI members – Belgium, France, Germany, Italy, Netherlands, Spain, UK Lloyds & IUA, USA



Transport/Cargo – Evolution of **Paid** Claims, Gross Premiums

as reported, U/W Year 1996 to 1999 (USD)



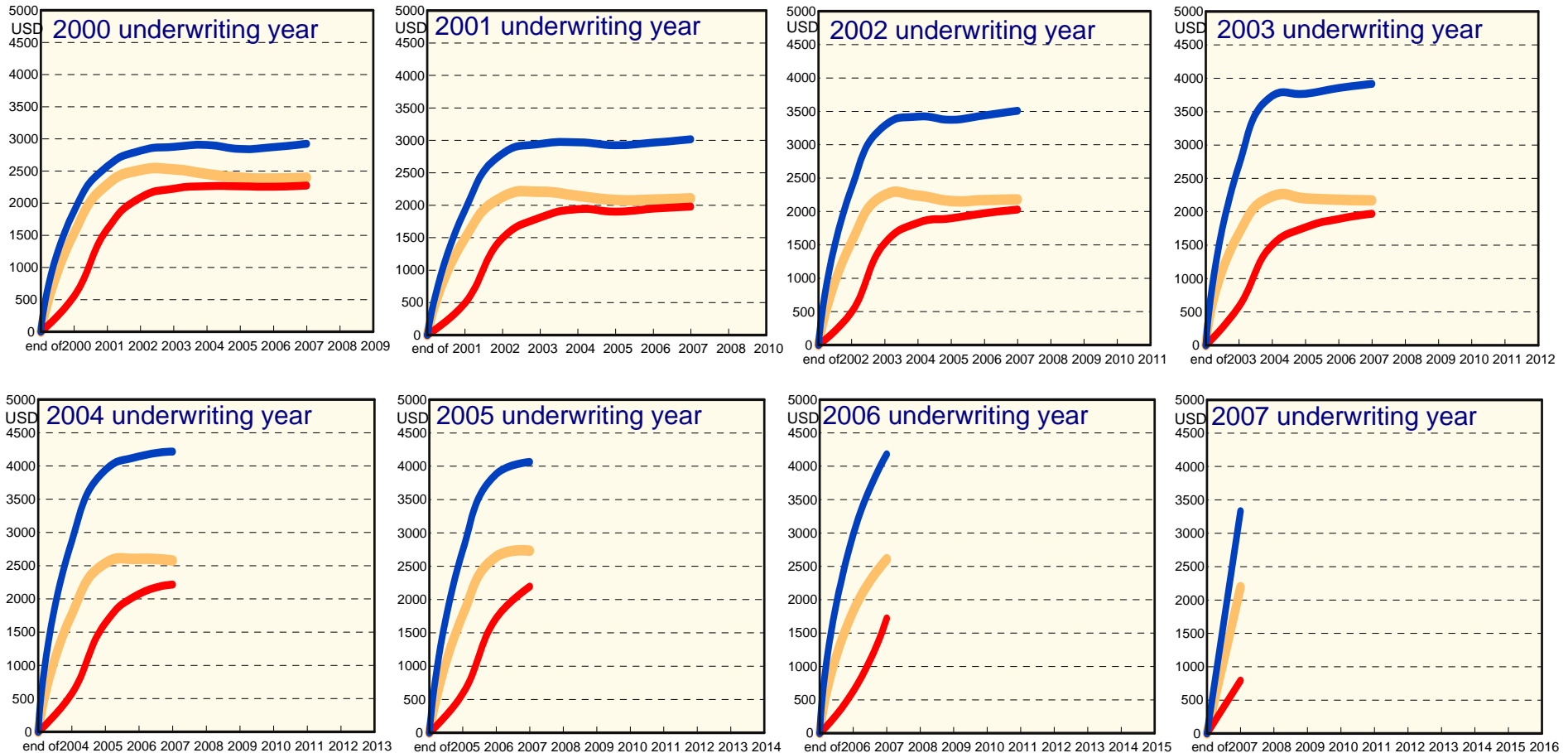
Blue line = Gross Premium; Red line = Paid Claims

Totals of 9 IUMI members – Belgium, France, Germany, Italy, Netherlands, Spain, UK Lloyds & IUA, USA



Transport/Cargo – Paid and Total Claims, Gross Premiums

as reported, U/W Year 2000 to 2007 (USD)



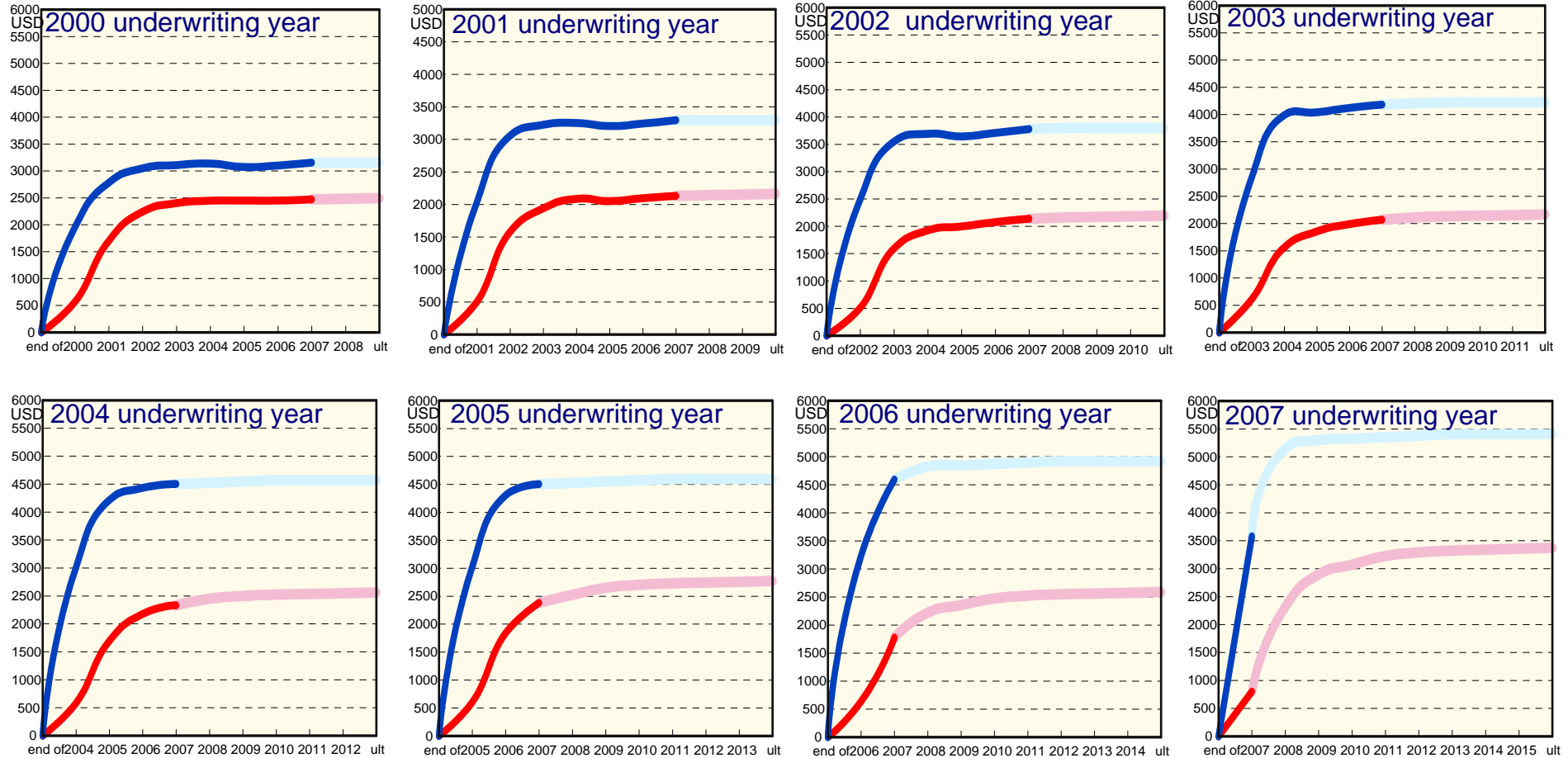
Blue line = Gross Premium; Red line = Paid Claims, Yellow line = Paid+Outstanding claims

Totals of 8 IUMI members – Belgium, France, Germany, Italy, Netherlands, Spain, UK Lloyds, USA



Transport/Cargo – Evolution of Paid Claims, Gross Premiums

with estimation towards ultimate, U/W Year 2000 to 2007 (USD)



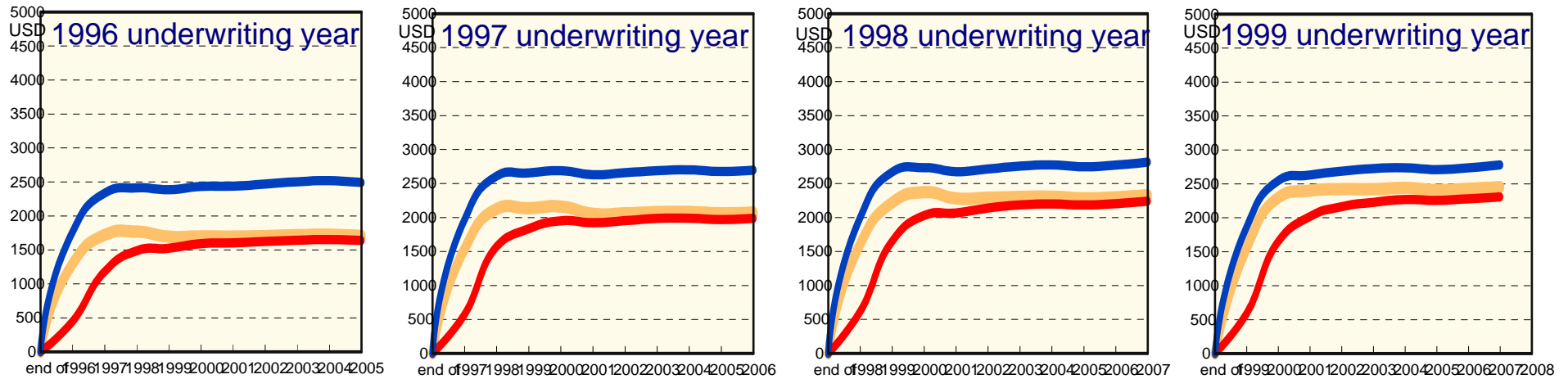
Blue line = Gross Premium; Red line = Paid Claims

Totals of 9 IUMI members – Belgium, France, Germany, Italy, Netherlands, Spain, UK Lloyds & IUA, USA



Transport/Cargo – Paid and Total Claims, Gross Premiums

as reported, U/W Year 1996 to 1999 (USD)



Blue line = Gross Premium; Red line = Paid Claims, Yellow line = Paid+Outstanding claims

Totals of 8 IUMI members – Belgium, France, Germany, Italy, Netherlands, Spain, UK Lloyds, USA



Transport / Cargo – Ladder Table (USD)

Totals of 9 IUMI members – Belgium, France, Germany, Italy, Netherlands, Spain, UK Lloyds, USA (not necessarily 100% of market income)

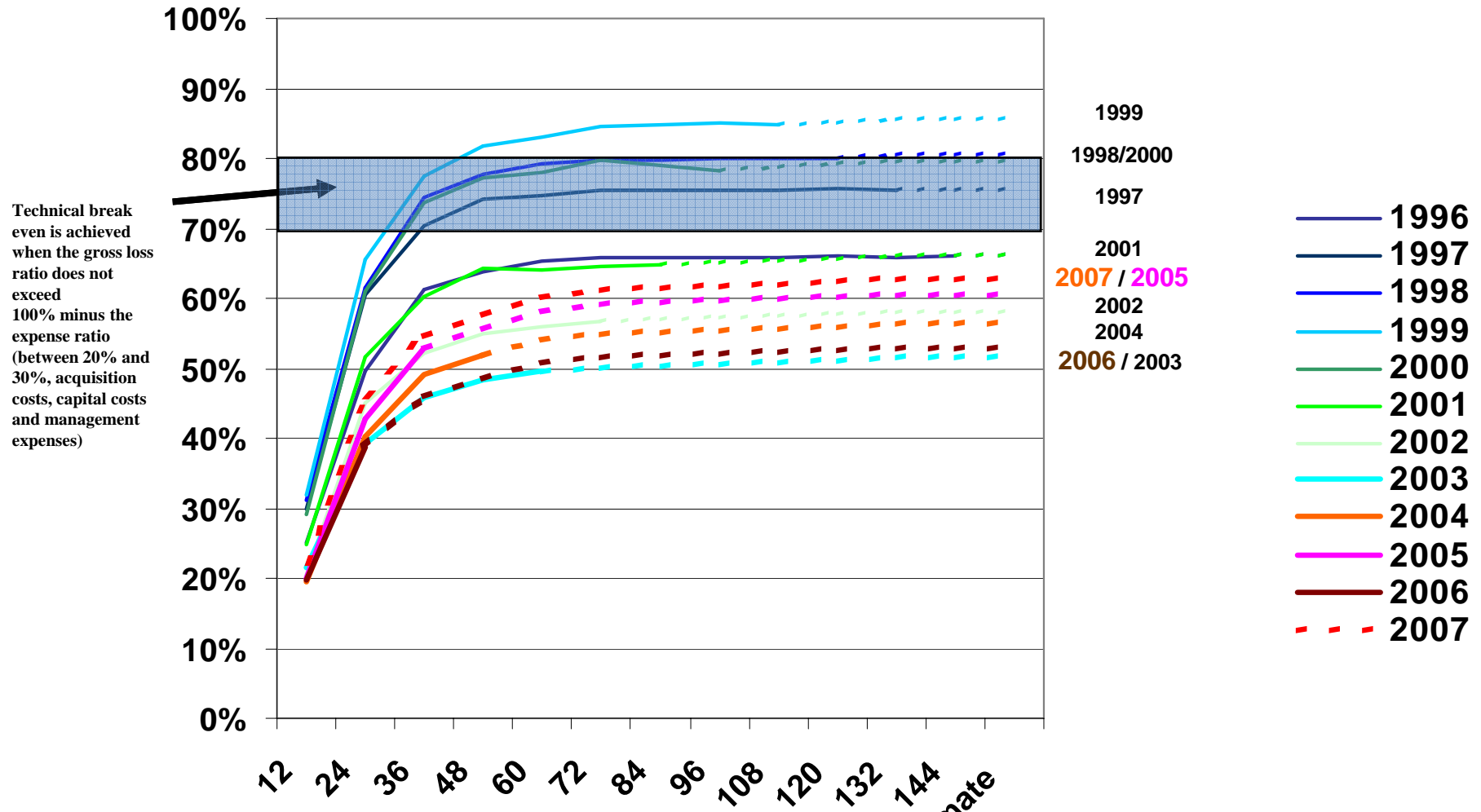
V A N C O U V E R

| Underwriting year | | months | | | | | | | | | | | |
|-------------------|--------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | | 12 | 24 | 36 | 48 | 60 | 72 | 84 | 96 | 108 | 120 | 132 | 144 |
| 1996 | Gross premiums | 1,768,466,896 | 2,337,723,217 | 2,412,369,514 | 2,337,122,309 | 2,434,286,592 | 2,438,324,363 | 2,470,412,604 | 2,503,597,834 | 2,518,806,032 | 2,491,472,346 | 2,515,578,116 | 2,578,786,860 |
| | Total claims incl. outstanding | 1,300,705,577 | 1,722,306,920 | 1,769,944,761 | 1,694,272,132 | 1,700,232,330 | 1,698,317,418 | 1,705,944,565 | 1,718,105,245 | 1,723,582,544 | 1,706,127,415 | 1,715,429,194 | 1,764,506,233 |
| | Total loss ratio | 73.55 | 73.67 | 73.37 | 70.98 | 69.85 | 69.65 | 69.06 | 68.63 | 68.43 | 68.48 | 68.19 | 68.42 |
| 1997 | Gross premiums | 1,970,081,979 | 2,612,368,137 | 2,666,806,601 | 2,688,348,343 | 2,631,955,094 | 2,660,753,815 | 2,689,506,813 | 2,702,639,262 | 2,677,455,941 | 2,698,703,867 | 2,740,039,699 | |
| | Total claims incl. outstanding | 1,538,812,742 | 2,127,102,747 | 2,137,702,801 | 2,163,435,354 | 2,055,624,901 | 2,062,913,664 | 2,079,226,346 | 2,083,139,620 | 2,062,233,658 | 2,076,387,380 | 2,102,602,445 | |
| | Total loss ratio | 78.11 | 81.42 | 80.46 | 80.47 | 78.10 | 77.53 | 77.31 | 77.08 | 77.02 | 76.94 | 76.74 | |
| 1998 | Gross premiums | 2,002,238,582 | 2,669,772,781 | 2,735,004,819 | 2,676,103,983 | 2,715,841,350 | 2,757,520,624 | 2,774,515,118 | 2,748,250,635 | 2,771,655,307 | 2,816,302,839 | | |
| | Total claims incl. outstanding | 1,612,899,001 | 2,221,623,059 | 2,372,117,461 | 2,282,556,583 | 2,292,630,826 | 2,303,947,513 | 2,307,699,832 | 2,283,809,319 | 2,298,127,465 | 2,329,119,316 | | |
| | Total loss ratio | 80.55 | 83.21 | 86.73 | 85.29 | 84.42 | 83.55 | 83.17 | 83.10 | 82.92 | 82.70 | | |
| 1999 | Gross premiums | 1,867,898,005 | 2,548,807,956 | 2,630,930,763 | 2,688,574,069 | 2,726,019,335 | 2,737,595,740 | 2,711,502,023 | 2,737,485,737 | 2,779,873,756 | | | |
| | Total claims incl. outstanding | 1,566,006,367 | 2,299,502,200 | 2,400,362,482 | 2,422,066,698 | 2,422,376,024 | 2,440,782,561 | 2,409,580,158 | 2,428,095,451 | 2,450,589,635 | | | |
| | Total loss ratio | 83.30 | 90.22 | 91.24 | 90.09 | 88.86 | 89.16 | 88.87 | 88.70 | 88.15 | | | |
| 2000 | Gross premiums | 1,879,137,514 | 2,574,773,023 | 2,817,864,299 | 2,877,580,557 | 2,906,754,690 | 2,843,628,966 | 2,872,143,100 | 2,924,084,650 | | | | |
| | Total claims incl. outstanding | 1,534,740,553 | 2,294,225,092 | 2,515,407,216 | 2,526,764,221 | 2,454,720,734 | 2,398,362,526 | 2,383,837,466 | 2,397,926,077 | | | | |
| | Total loss ratio | 81.67 | 89.10 | 89.27 | 87.81 | 84.45 | 84.34 | 83.00 | 82.01 | | | | |
| 2001 | Gross premiums | 1,926,424,714 | 2,798,119,697 | 2,946,163,547 | 2,971,437,457 | 2,926,603,091 | 2,965,248,683 | 3,017,327,715 | | | | | |
| | Total claims incl. outstanding | 1,493,008,354 | 2,131,214,765 | 2,208,085,425 | 2,144,754,399 | 2,081,538,786 | 2,087,992,398 | 2,108,407,428 | | | | | |
| | Total loss ratio | 77.50 | 76.17 | 74.95 | 72.18 | 71.12 | 70.42 | 69.88 | | | | | |
| 2002 | Gross premiums | 2,354,471,846 | 3,290,518,357 | 3,422,992,516 | 3,375,689,529 | 3,441,268,938 | 3,510,887,804 | | | | | | |
| | Total claims incl. outstanding | 1,547,997,255 | 2,250,936,969 | 2,238,603,914 | 2,157,190,353 | 2,171,262,199 | 2,181,123,410 | | | | | | |
| | Total loss ratio | 65.75 | 68.41 | 65.40 | 63.90 | 63.09 | 62.12 | | | | | | |
| 2003 | Gross premiums | 2,700,350,859 | 3,737,011,916 | 3,769,945,504 | 3,854,870,228 | 3,916,118,803 | | | | | | | |
| | Total claims incl. outstanding | 1,681,036,462 | 2,232,987,207 | 2,202,736,560 | 2,180,735,768 | 2,170,585,934 | | | | | | | |
| | Total loss ratio | 62.25 | 59.75 | 58.43 | 56.57 | 55.43 | | | | | | | |
| 2004 | Gross premiums | 2,871,858,585 | 3,939,232,575 | 4,143,194,622 | 4,216,173,474 | | | | | | | | |
| | Total claims incl. outstanding | 1,771,673,740 | 2,538,625,082 | 2,603,636,782 | 2,576,547,699 | | | | | | | | |
| | Total loss ratio | 61.69 | 64.44 | 62.84 | 61.11 | | | | | | | | |
| 2005 | Gross premiums | 2,739,230,096 | 3,883,811,492 | 4,064,794,657 | | | | | | | | | |
| | Total claims incl. outstanding | 1,769,088,948 | 2,643,313,747 | 2,733,439,304 | | | | | | | | | |
| | Total loss ratio | 64.58 | 68.06 | 67.25 | | | | | | | | | |
| 2006 | Gross premiums | 2,978,051,658 | 4,181,452,570 | | | | | | | | | | |
| | Total claims incl. outstanding | 1,830,036,942 | 2,606,915,428 | | | | | | | | | | |
| | Total loss ratio | 61.45 | 62.34 | | | | | | | | | | |
| 2007 | Gross premiums | 3,332,680,536 | | | | | | | | | | | |
| | Total claims incl. outstanding | 2,192,116,119 | | | | | | | | | | | |
| | Total loss ratio | 65.78 | | | | | | | | | | | |



Transp./Cargo, **Gross** Loss ratio **paid** claims, Actual and estimated towards ultimate

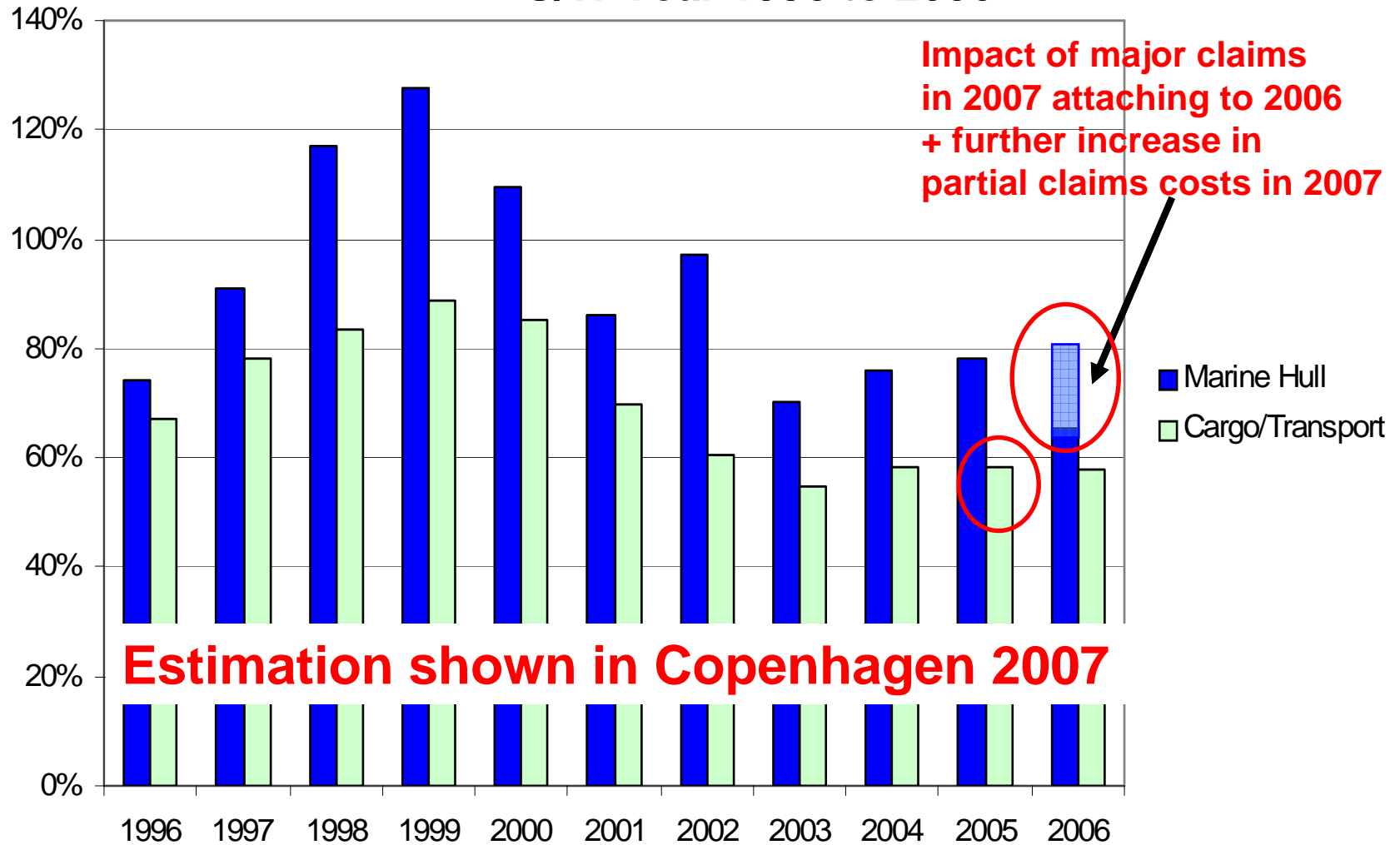
U/W Year 1996 to 2007



Ultimates based on 9 IUMI members – Belgium, France, Germany, Italy, Netherlands, Spain, UK Lloyds, UK IUA, USA

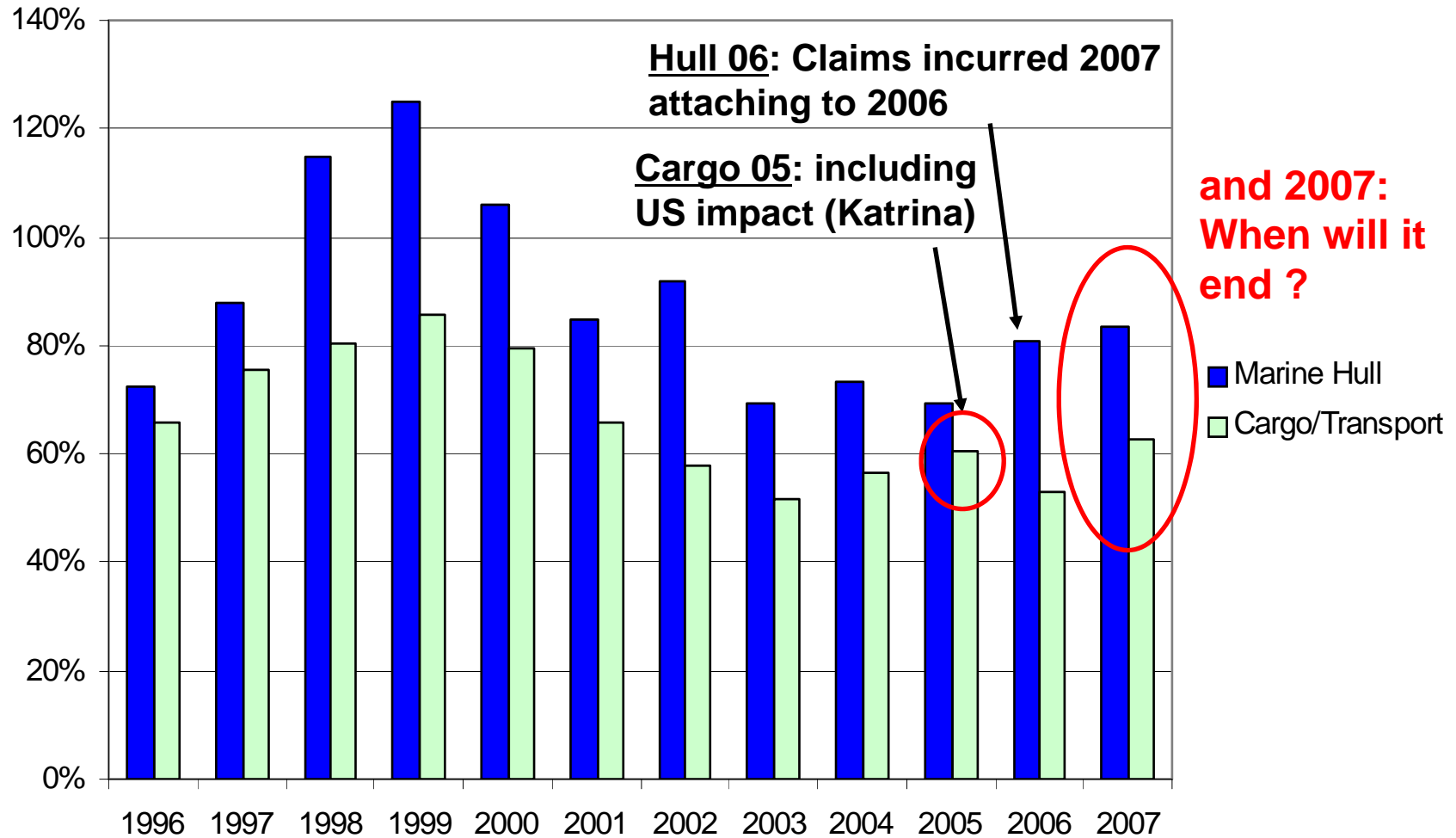
Marine Hull and Cargo/Transport Gross Ultimate Loss Ratio – as of 2007

U/W Year 1996 to 2006



Marine Hull and Cargo/Transport Gross Ultimate Loss Ratio – as of 2008

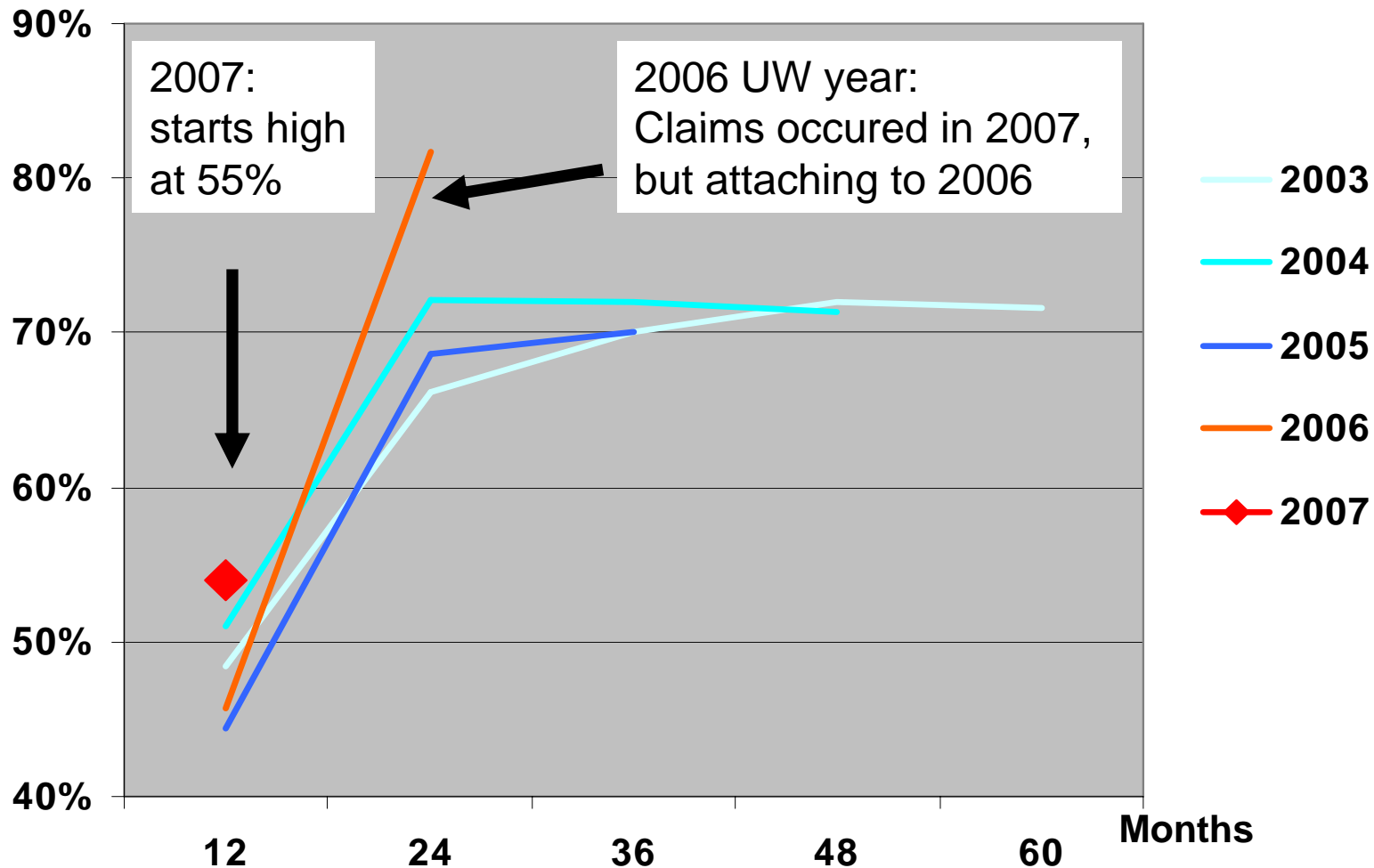
U/W Year 1996 to 2007





Hull **Gross** Loss Ratio (Paid+Outst. Claims / Gross Premiums)

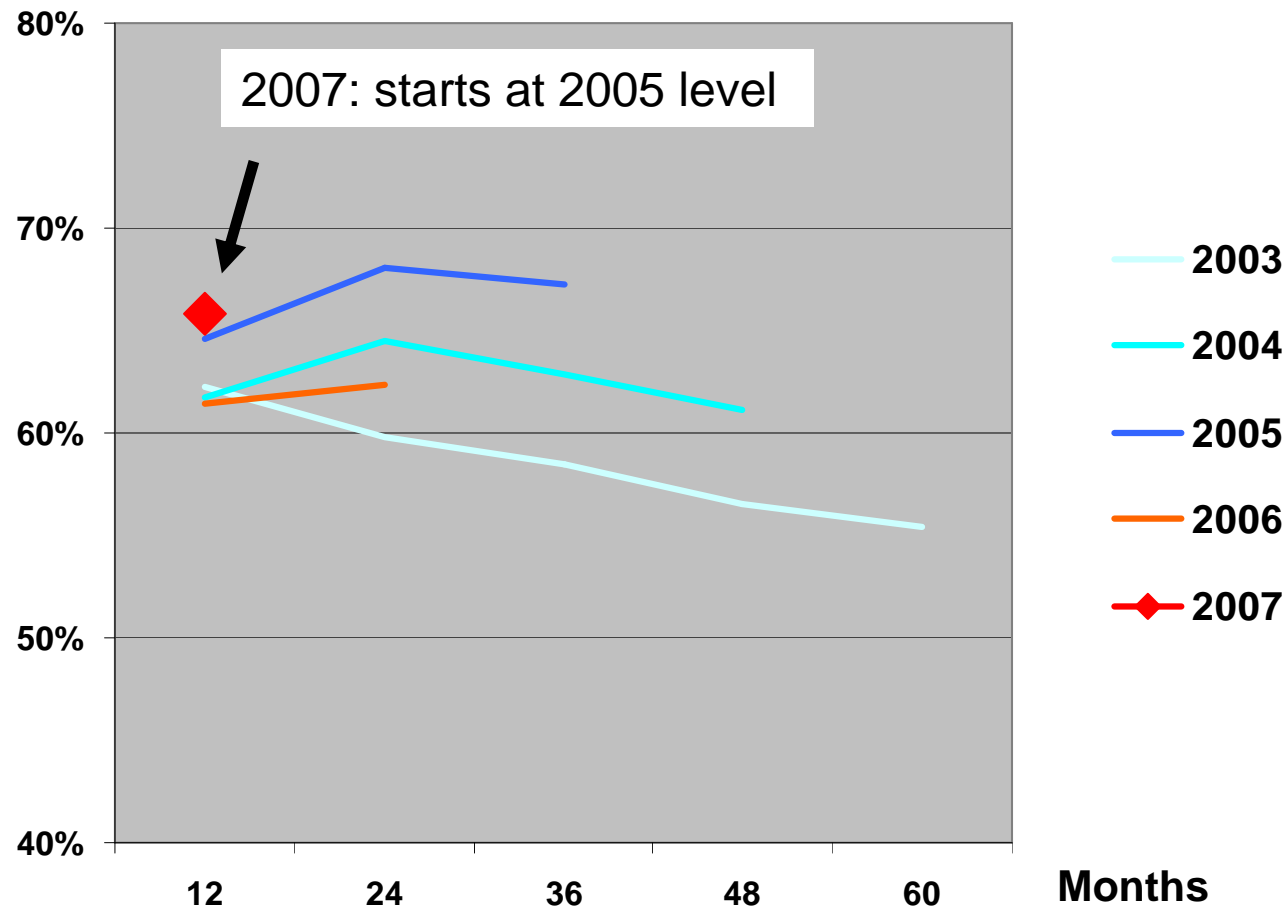
by UW year, as reported at 12, 14, 36, 48 and 60 months





Cargo **Gross** Loss Ratio (Paid+Outst. Claims / Gross Premiums)

by UW year, as reported at 12, 14, 36, 48 and 60 months



Cargo claims reserved sufficiently at an early stage.

Initial claims reserves include recoveries to be expected later.

Usually uw year results improve over time.



Summing up Hull

- **Marine Hull**

- 2004, 2005:

- Few major claims, but increase in average repair cost

- 2006:

- Increase in number and severity of major claims
 - Trend towards higher attritional claims cost continues
 - Strong impact on result by claims occurred in 2007, but attaching to 2006

- 2007:

- Starts at high loss ratio level, expected to produce a technical loss again.
 - Premium increases do not sufficiently balance cost inflation.
-

Summing up Transport/Cargo

- **Transport/Cargo**
 - Exposures in values increase significantly, but not reflected in premium development
 - Stability in results since 2002
 - 2005: slightly worse than average result, probably due to Katrina
 - 2007: signs of worsening of cargo results



Explanation of terms used in this presentation (1)

Gross premium = Premium for insurance including the provision for anticipated losses (the pure premium) and for the anticipated expenses (loading), including also commission and brokerage but excluding taxes and other contributions on insurance premiums.

Written premium = Complete premium due for insurance policies which start, i.e. “are written”, in a specific year (= the underwriting year of the policy). Does not give any information on actual premium payments/instalments, i.e. the cash flow.

Paid claims = Amounts the insurer has paid for known and registered claims less recoveries.

Outstanding claims reserve = Claims reserve for specific reported, but not yet (fully) paid claims, of which the insurer has an estimation of the total amount to be paid. Includes loss adjustment expenses.

= Sum of total claims estimates minus any amounts already paid for these claims.

Total claim = Paid amounts + outstanding claims reserve for specific reported claims.

IBNR = “Incurred but not reported” = additional claims reserve on top of the outstanding claims reserve, and which for claims incurred, but not yet known or registered in the insurer’s system. The necessary IBNR reserve is derived by statistical methods based on historical claims ladder statistics.

Loss ratio = Claims divided by premiums. Indicator of whether premiums are calculated correctly to match claims and other expenses.

Gross loss ratio (in this presentation) = Sum of total claims and IBNR reserves, divided by gross written premiums

Underwriting year basis = Insurance figures are registered with the calendar year in which the insurance policy starts, and to which the covered risks accordingly attach to. Example: a policy with cover period 01.07.06-30.06.07 has underwriting year 2006. Both claims occurring in 2006 and 2007 for risks attaching to this policy are thus attributed to underwriting year 2006. The underwriting year is not closed, so underwriting year figures change as long as there are payments related to policies with this underwriting year.

Accident year = Claims are registered with the calendar year in which an accident happens. Claims attaching to the same policy may thus be attributed to different accident years. Example: for the policy with cover period 01.07.06-30.06.07 a claim occurring in 2007 has accident year 2007, but underwriting year 2006. The accident year is not closed, so figures will change as long as there are claims payments related to claims occurred in that accident year, e.g. a claim payment made in 2009 for an accident which happened in 2007 will be attributed to accident year 2007.

Accounting year (also booking year) = Insurance figures, regardless of their original source date, are booked into that year of account which is open at the time of actually entering the figures in the books. Contrary to the underwriting and accident year, the accounting year is closed at some point in time, usually at the end of one calendar year, such that figures do not change any more once the accounting year is closed. These give the insurance results usually published in companies’ annual reports.



Explanation of terms used in this presentation (2)

Premium volumes shown in this report are (as defined in the Report Form):

Gross written premiums

- for direct marine insurance in the national market
- for the accounting years 2005 and 2006
- excluding:
 - all types of reinsurance (facultative and treaty, proportional as well as non-proportional),
with the exception of facultative reinsurance from a captive, which would not be reported
by another member association.
 - War risk premium.
- including:
 - all marine premium from the national market, if possible also premium written by insurers who are not members of the national association.

Above are the specifications of what IUMI members ideally should report. The actually reported figures may though possibly deviate from that. If such deviations and their impact on the figures is known to IUMI it is commented.



Explanation of terms used in this presentation (3)

Classes of business premium is reported for (as defined in the Report Form):

Global Hull =

-Ocean (blue-water) Hull Insurance

- Commercial vessels engaged in international trade under domestic or foreign flag.
- Interests included are: hull and machinery (H&M), disbursements, increased value, freight or other ancillary interests, loss of hire (LOH), construction risks.

-Coastal/Inland Marine Hull Insurance

- Vessels not included in the above category, trading in domestic waters or inland waterways, e.g. coasters, fishing vessels, tugs, lighters, barges, etc. Only premium relating to commercial vessels, pleasure craft is excluded (where possible).
- Interests included are: same as for ocean hull. Marine liabilities for this type of vessel are excluded (where possible), as these fall under "Marine Liability".

Transport/Cargo = all types of insurance relating to cargo, including freight forwarders, CMR and carriers liability, in transit whether on land, sea or air, domestic as well as international trade.

Marine Liability = insurance covering marine liabilities in respect of vessels classified as coastal/inland marine and also marine liabilities covering charterers, shiprepairers, stevedores, wharfingers, terminal operators and similar legal liability insurances. **P&I insurance placed with members of the International Group of P&I Clubs is excluded here** (where possible).

Offshore/Energy = insurance of all interests relating to offshore exploration and production activities, including both mobile and fixed units, construction risks. Figures relating to onshore (downstream) operations are excluded (where possible).