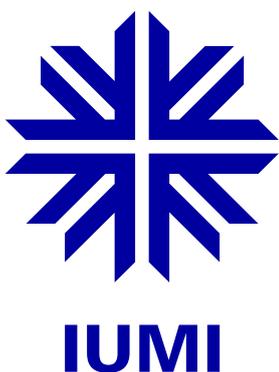




# IUMI Masterclass Cargo Insurance

London  
20 – 23 March 2023



Welcome to IUMI's Masterclass in Cargo Insurance!

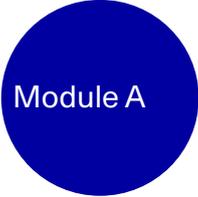
This unique qualification programme has been designed by cargo insurance specialists to offer an exclusive opportunity to deep dive into key concepts of this class of business.

Gain insights into contracts of affreightment, international programmes, coverage extensions, CAT risks/accumulation, ESG/sustainability, and geopolitics.

- Delivered by top level industry experts
- Opportunity to learn and network
- Comprehensive overview for senior underwriters and executives
- 3.5 days programme including two evening events
- Limited spaces available

**More information and  
registration**





Module A

Day 1

**Contracts of affreightment**

- Introduction to carriage of goods
- Contracts of carriage
- Sea freight
- Air freight
- Road freight



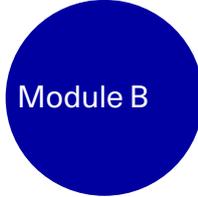
**Lars Lange**  
Secretary General, IUMI,  
Hamburg



**Alex Kemp**  
Partner, HFW, London



**Matthew Wilmshurst**  
Partner, HFW, London



Module B

Day 2 morning

**International programmes**

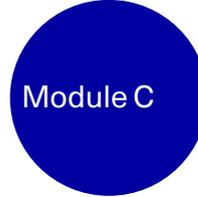
- Definition and key actors
- Putting together an international programme
- Structure of international programmes
- Non-admitted policy:  
“Non-Admitted but Permitted” vs  
“Non-Admitted Non Permitted”
- Local policies: insurance conditions/  
critical topics
- Financial interest, DIC/DIL,  
Reverse DIC: Additional clauses  
to master policy
- Insurance premium taxes
- Local policies reinsurance
- Group exercise: Master DIC/DIL  
coverage on local policy loss



**Christopher Hesselbrandt**  
Nordic Portfolio Manager Marine,  
QBE, Stockholm



**Isabelle Therrien**  
Senior Vice President Canada,  
Falvey Cargo Underwriting, Toronto



Module C

Day 2 afternoon

**Coverage extensions**

- Static cover storage misappropriation
- Brands/control of damaged goods
- Understanding clauses
- Case study: Clause wordings
- Understanding frequently used  
non-institute clauses including their  
interpretations and implications



**Sibesh Sen**  
Executive Vice President,  
HDFC ERGO, Mumbai



**Mike Roderick**  
Partner, Clyde & Co, London

Module D

Day 3 morning  
**CAT risks/accumulation  
and ESG**

- Understanding the fundamentals of nat cat modelling
- Limitations of nat cat modelling
- Change of insured assets
- Sustainability of clients and industries
- ESG issues with impact on cargo insurance
- Relevant ESG initiatives and legislation



**Richard Turner**  
Global Head of Marine,  
Victor International, London



**Derek Blum**  
Sr. Director, Product Management –  
Emerging Risks, RMS, Newark (California)



**Daniel James**  
Senior Analyst, Munich Re Syndicate,  
London

Site visit

Day 3 afternoon  
**Lloyd's of London**

Meeting with representatives  
of Lloyd's Market Association and  
Joint Cargo Committee



**Neil Roberts**  
Head of Marine & Aviation,  
Lloyd's Market Association (LMA),  
London

Module E

Day 4  
**Geopolitical aspects**

Global threats to shipping:

- The basics of war risk insurance
- Maritime security hotspots
- Modern piracy
- Cyber risks
- Considerations from an underwriter's perspective

Sanctions and protectionism:

- Current rules and regulations
- Due diligence
- Trade credit rejection risk
- Risks when breaching sanctions
- Protectionism



**Mike Roderick**  
Partner, Clyde & Co, London



**Freddy Furulund**  
Director of Security & Contingency,  
Intelligence & Operations Centre, DNK, Oslo



**Anders Hovelsrud**  
Insurance Director, DNK, Oslo

## Course objectives and suitability

The course is suitable for senior practicing underwriters with significant experience in cargo underwriting who want to gain a greater knowledge of their own business. The programme will help delegates to acquire new insights and to expand their knowledge in key concepts and topics relevant to senior underwriters and executives:

- Contracts of affreightment
- International programmes
- Coverage extensions
- CAT risks/accumulation and ESG
- Geopolitical aspects

The aim of the course is to enable attendees to anticipate and navigate the more complex and challenging aspects of cargo underwriting successfully.

## Price and registration

### IUMI members\*

Early bird fee  
Book by 20 December 2022  
€2,250 + VAT

Regular fee  
Book by 31 January 2023  
€2,490 + VAT

\*Employees of insurance companies who are a member of one of IUMI's national insurance associations, employees of IUMI Professional Partners, employees of IUMI affiliates.

### Non-members

Regular fee  
€3,490 + VAT

The participants fee covers all course materials, access to digital learning space, refreshments throughout the day, including a mid-day lunch on each course day, one 3 course presentation evening dinner and a drinks reception.

Travel, accommodation and related expenses are borne by the delegates.

### Questions

To discuss any aspect of the programme in more detail, please contact:

Hendrike Kühl  
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+49 40 2000 747 25

### More information and registration



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