
IUMI Annual Meeting – Cape Town Sunday, 16 September 2018

Facts and Figures Committee Meeting Minutes

Attendees:

Donald Harrell (USA) - Chairman
Astrid Seltmann (Nordic Cefor) - Vice Chairman
Philip Graham (UK Lloyds) - Vice Chairman
Marika Svalskulla (Sweden) - Secretary
Lars Lange (EC observer)
Javier Alonso (Spain)
Mathieu Daubin (France)
Tetsuya Watanabe (Japan)
Andrea Mazza (Italy)
Dave Matcham (UK IUA)
Jun Lin (Nordic Cefor)

Present on the phone:

Ben Chung (HK)
Erika Schoch (USA/ALSUM)

Also attending:

Jürgen Bohrmann, Boston Consulting Group
Sebastian Konrad, Boston Consulting Group

Absent:

Joachim ten Eicken (Germany)
Lisa Yu (UK Lloyds)
Paul Hackett (Singapore)
Li Zhang (China)
Jesse DeCouto (Bermuda)

1. F&F Committee updates

There will be 3-4 open positions in the committee after Cape Town. Jesse DeCuoto, Lisa Yu and Joachim ten Eicken have stepped down. The terms of Tetsuya Watanabe and Li Zhang are expiring after South Africa, there is a possibility to prolong the terms if all parties involved agree. Paul Hackett has a new employer (Canopus), not yet confirmed if he can continue or not.

Lars informed that Myanmar (Burma) is a new associate member of IUMI.

2. Minutes F&F Committee Spring Meeting Hamburg

The minutes were agreed in the spring – no items.

3. Review Committee structure, roles, & expectations

- a. Re-Election / Election Process
- b. Standard Technical Committee Policy

Discussion around what profiles/geographical areas need to be represented in the committee. There is a need for someone from the US, and as Joachim steps down, also from Germany. We also need someone with Offshore Energy

background, preferably in combination with actuarial experience. Discussion if someone representing South America or Latin America also would be preferable, however there might be language issues. There are currently very few member associations from South America, which also makes South American representation difficult.

For an association to be able to nominate a person for a TC the association has to be a member of the local association. Application can only take place via an association.

It was also pointed out that it would be good to have someone from a large direct insurer like Allianz, AIG, Generali or similar.

Representation from Africa might also be of interest, however not that many African countries are members of an association. Axa owns shares in Africa Re - Mathieu suggested that he contacts them to find out if there are any interest/possibility for nominating someone for the F&F.

4. Review 2018 Conference presentations

- a. Report on world merchant fleet and world trade – Donald Harrell
- b. Global Marine Insurance Report – Astrid Seltmann

It was suggested to clarify in the pie chart “Marine Premium 2017” page 6, that in this context “Marine Liability” means other liabilities than P&I and freight forwarders and carriers liability. Might not be clear for everyone.

- c. A review of International Trade Trends – Thea Fourie, IHS Markit

No further comments other than that the presentations get better each year.

5. Review of 2018 Conference Fact Sheets & IUMI Stats report going forward

- a. Hull – Phillip Graham
- b. Cargo – Mathieu Daubin
- c. Offshore Energy – Jun Lin
- d. New IUMI Stats Report – Lars Lange/Andrea Mazza/all

It was decided that the new IUMI stats report will be “a summarizing report” and prepared after the conference as there is no time for this in connection with the conference. Andrea Mazza will lead a pilot together with Navigate starting late September/early October. The outcome of the pilot will be further discussed in Hamburg 2019.

For this conference the fact sheets are prepared in the same way as earlier years. No further comments on them.

6. Review 2018 Hull Index & Cargo Index (Andrea Mazza)

- a. Status & outstanding items

The indexes were timely produced for the conference and with a slightly new approach in regard of documentation and methodology published together with the indexes. Was very well received by the committee.

7. Major claims database Project (Dave Matcham/BCG)

a. Update on the progress of the project & next steps

At BCG Jürgen Bohrmann is replacing Peter Tanai in the project and Jürgen introduced himself. A presentation in hard copy was handed out, also attached, which was the basis for the discussion on Sunday.

It was stressed that the sample size is so small that any conclusions can't be drawn, the numbers can only be used as examples for illustration. Important that this is clear for everyone and clearly communicated.

One point that was made was the reported losses would, going forward, need to be related to a portfolio, otherwise it's difficult to draw (correct) conclusions. It was also pointed out that the analysis or numbers presented never will be exact, the purpose is to over a longer period of time spot trends, rather than compare numbers.

In order to avoid double reporting IMO number and/or vessel name is needed. This is also needed for identifying the same event within cargo and between hull and cargo.

The question if large companies with global reach can report directly to BCG, without passing any association, came up. Project team to check and discuss, no decision made.

The options in the drop downs for "location of loss" and "cause of loss" need to be looked into and updated.

A call will be set-up within the Major Claims database group within a few weeks.

Attached:

- the presentation from Sunday, which was the basis for the discussion within F&F.
- the presentation from Monday's plenary session with the outcome of the discussion, decisions and next steps.

8. Data issues

a. Collaborations & Coordination with data providers

- i. – update on possible access to Willis energy claims database
- ii. – other news

There are, or should be, broker reports available on marine liability. Jun Lin took on to contact JLT to explore the possibilities for sharing a report with IUMI.

In the long run it is a wish to have at least some IUMI-branded reports from data providers, but it was agreed that we should start by simply distributing already available reports and get this process and distribution in place.

IHS are likely to become IPP, would be beneficial if they could prepare 1-2 white papers a year. IHS, or any other IPP, could do something for some of the IUMI newsletters. Relates also to 9a below.

b. Loss ratio reporting – status 2018

- US: The main concern is the very low participation in loss ratio reporting from the US. The reported figures do not reflect market results in the US, but only of a handful of companies. Participation has declined in recent years and e.g. the scope of cargo figures is now reduced to a degree that the Sandy effect is not visible any more.
To improve the situation, it is essential to find a US representative to the F&F Committee with a good understanding of figures and who could take this up with AIMU members.
- Latin America: All premium and loss ratio figures were delivered in time by Erika as usual. However, shortly before the conference Erika identified some error in the Mexican figures, which could not be corrected in time for the conference due to time constraints and the death of the responsible person at the Mexican association. To be corrected for next year.

c. Carriers liability – status (Marika/Astrid)

Sweden, Germany and Italy reported triangulations for Carriers liability separately from cargo. Something was not correct in the Swedish figures, Astrid to show and explain to Marika. Marika to bring up the issue with the Swedish association. Too few countries participate, for Hamburg Marika is to find out, with the assistance of Jens Jäger, if there are more countries that should be approached. Preferably large or at least medium markets in order for us to improve the quality and relevance of the data.

d. Premium non-IUMI Asian countries

- Thailand, Vietnam, the Philippines and Indonesia are not members of IUMI and not part of the annual reporting routine. IUMI is having discussions with Thailand and Vietnam – not associate members (yet).
- In 2017, Paul could get these figures via AON, but was not able to repeat this in 2018. The task needs to get allocated to someone located in Asia who can commit to checking up data sources by himself annually as e.g. the association websites. To be checked if this task can be allocated to Ben.
- Non-IUMI Arab countries: The Arab association provided until two years ago premiums figures for all their members including non-IUMI Arab countries. The last two years they did not answer any more. Check if new IUMI member United Arab Emirates may assist.

e. Fishing Vessels- data survey (Erika/Javier)

As some yachts and fishing vessels need an IMO number under certain circumstances, see <http://www.fao.org/global-record/news-events/detail/en/c/1105929/>, there could be data available from IHS or Clarkson. This should be checked and if there is available data, this should be reviewed, and shared if meaningful.

f. Yachts

Pleasure yachts are included in the figures from individual countries. The instructions in the template is that pleasure yachts are to be excluded, but units often cannot identify if yachts are commercial or not. No further actions from our side in this regard other than being aware of it and take into account when necessary (such as in connection with the substantial hurricane damage to yachts in 2017).

9. IUMI Issues

a. F&F contribution to IUMI Newsletter

See also 8a above, preferable the IPPs can contribute more the newsletters.

Astrid will write a short summary of the 2018 conference publications for the December 2018 Newsletter again. Dave Matcham will equally contribute with an update on the major claims database.

b. Issues to/from other Committees/external Forums (e.g. IUMI@IMO)

c. Other

10. Any other business to discuss

Facts & Figures Committee – Roles & Responsibilities

Role / Activity	Owner	Back Up	When
Chairman	Don Harrell	Philip Graham Astrid Seltmann	All Year
Deputy Chairman	Philip Graham	Astrid Seltmann	
Secretary	Marika Svaskulla		All Year
Executive Committee Liaison	Lars Lange		All Year
Chairman Presentation	Don Harrell	All	Annual Meeting
Global Marine Insurance Report / Data Collection	Astrid Seltmann	All	Annual Meeting
Liaison to Cargo Committee	Mathieu Daubin	Andrea Mazza Jesse DeCouto	All Year
Cargo Spring Presentation	Jesse DeCouto	Mathieu Daubin	Spring Meeting
Cargo Fact Sheet	Mathieu Daubin	Andrea Mazza	Annual Meeting
Liaison to Hull Committee	Philip Graham	Paul Hackett	All Year
Hull Spring Presentation	Philip Graham	Paul Hackett	Spring Meeting
Hull Fact Sheet	Philip Graham	Paul Hackett	Annual Meeting
Liaison to Offshore Committee	Jun Lin	Lia Yu Li Zang	All Year
Offshore Spring Presentation	Lisa Yu	Jun Lin	Spring Meeting
Offshore Fact Sheet	Jun Lin	Li Zang	Annual Meeting
Liaison to Legal Liability Committee	Joachim ten Eicken	Marika Svaskulla	All Year
Liaison to IFY Committee	Erika Schoch	Javier Alonso Joachim ten Eicken	All Year
Liaison to Loss Prevention Committee	Ben Chung	Andrea Mazza Tetsuya Watanabe	All Year
Liaison to Political Forum Committee	Dave Matcham		All Year
Hull Index & Cargo Index	Andrea Mazza	Javier Alonso	June/July
Large Claims Database Project	Dave Matcham	Don Harrell All	All Year
Marine & Carriers Liability Project	Marika Svaskulla	Javier Alonso Joachim ten Eicken	All Year
IUMI Newsletters / Articles / Website	Astrid Seltmann	ALL	All Year
Cyber Initiatives	TBD	TBD	All Year

Third Party Data, Content & Service Providers			
Clarkson Research (Stephen Gordon)	Don Harrell Philip Graham	Lisa Yu	
Swiss Re Research	Erika Schoch	Andrea Mazza	
Lloyds List Intelligence	Philip Graham		
IHS Markit	Jesse DeCouto	Mathieu Daubin	
Willis Tower Watson			
AON	Don Harrell		
Windward (Rotem Abeles)	Mathieu Daubin	Paul Hackett	
Boston Consulting Group	Dave Matcham	Don Harrell	